

EXPO HIGHLIGHTS:

- WORKSHOPS
- EXHIBITS
- SPEAKERS
- NETWORKING



2007 EAEL  
**FALL EXPO**



Inquire and  
 Discover...

Monday,  
 September 24, 2007  
 Marriott at Glenpointe  
 Teaneck, New Jersey

- ACC Capital
- All Points Capital Corp
- Allco Leasing & Financial Services
- Allegiant Partners, Inc.
- American Lease Insurance
- Amerisource Funding, Inc.
- Balboa Capital
- Bank of the West

EXHIBITORS TO DATE:

- Boston Financial & Equity Corporation
- Commonwealth Capital Corp.
- Court Square Leasing Corporation
- Dakota Financial, LLC
- ECS Financial Services, Inc.
- Enterprise Funding Group
- eOriginal, Inc.
- Equipment Finance Partners
- Financial Pacific Leasing, LLC
- FirstLease, Inc.
- International Decision Systems
- Lakeland Bank Equipment Leasing Division
- LeaseTeam, Inc.
- Main Street Bank
- Marlin Leasing Corporation

- M&T Credit Services, LLC
- Nassau Asset Management
- NetBank Business Finance
- New World Equipment Funding
- Padco Financial Services
- Pawnee Leasing Corporation
- PredictiFund
- Premier Lease & Loan Services
- Sterling National Bank
- Studebaker-Worthington Leasing Corporation
- TEAM Funding Solutions
- U.S. Bank Manifest Funding Services
- UCC Direct Services
- Union Capital Partners

**eael** Eastern  
 Association of  
 Equipment Lessors

In partnership with



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Executive Director

**Alison Pryor**

# Schedule of Events

## SUNDAY, SEPTEMBER 23

**3:00 PM – 7:00 PM**

### MEET AND GREET

Meet your fellow leasing professionals for an afternoon of sports! Beginning at 3:00 PM there will be a meeting room available with a big screen TV, appetizers, and drinks so you can catch up on the day's sporting events and meet and mingle with other leasing industry professionals.

**7:00 PM – 9:00 PM**

### HOSTED RECEPTION

## MONDAY, SEPTEMBER 24

**8:00 AM – 8:30 AM**

### REGISTRATION & CONTINENTAL BREAKFAST

**8:30 AM – 10:00 AM**

### OPENING REMARKS & KEYNOTE SPEAKER: WINNING LEADERSHIP—EVERY SECOND COUNTS

Since 1976 Jim Boeheim has been the head basketball coach at Syracuse University. The 2005-06 Syracuse team ended its season in a familiar place – the NCAA Tournament that was Jim's 30th campaign at the helm of his alma mater's basketball program resulting in a 23-12 record and the 25th NCAA post season appearance of his tenure. We invite you to come meet Mr. Boeheim, learn about his coaching style, and what it's like to be one of the rare individuals to spend his entire basketball career as a player, assistant coach, and head coach at only one school.

**10:00 AM – 11:00 AM**

### DENNIS BROWN FROM ELFA: BUREAUCRACY AND LEASING—GETTING INVOLVED MATTERS

Learn what it's like to represent the leasing industry amongst state legislators. The equipment leasing industry is an unknown from the vantage point of most policy-makers

in state government. Misconceptions and erroneous beliefs abound. This presentation will include discussions of specific issues including electronic recycling and an increasing problem of legislation seeking to dictate lease contract provisions. Learn how and why it's time to get involved at the state and local level where you live.

**11:00 AM – 12:30 PM**

### GET YOUR GOOGLE GOING

Thought Google was only a search engine? Wrong! Andrew Steggles of RIMS will give you the full insight into one of the most dynamic marketing tools of the century.

**12:30 PM – 2:00 PM**

### LUNCH

**2:00 PM – 5:00 PM**

### EXHIBITS OPEN

**5:00 PM – 6:00 PM**

### HOSTED RECEPTION

**DON'T MISS PRESENTATIONS  
THROUGHOUT THE DAY FROM EXHIBITORS  
AND SPONSORS GIVING YOU THE INSIGHT  
TO THEIR COMPANY'S PRODUCTS THAT  
WILL HELP YOU EXPAND AND  
GROW YOUR BUSINESS!**



# Conference Registration Form

## REGISTER ONLINE

You may also register online at [www.EAEL.org](http://www.EAEL.org).

## REGISTER BY MAIL

Please complete and return this registration form and mail with payment to:  
Eastern Association of Equipment Lessors, 62 William Street, 4th Floor,  
New York, NY 10005.

## REGISTER BY FAX

You may also fax your completed registration form to EAEL at (212) 809-1650.  
Please be sure to include the appropriate credit card information.

## REGISTRATION FEES

EAEL or NAELB Member (1st Person): \$199  
Each additional Member representative: \$175  
Non-Members: \$375

Please use one form per registrant: copy form for additional registrations.  
To ensure your name appears on the list of attendees, EAEL must receive your  
registration form and payment no later than **Monday, September 10, 2007**.

## ATTIRE

Business casual is appropriate for this meeting.

Name \_\_\_\_\_

Nickname for Badge \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Visa  MasterCard  AMEX 3 Digit Card Code # \_\_\_\_\_

Total Amount to be Charged \$ \_\_\_\_\_

Card Number \_\_\_\_\_

Expir. Date \_\_\_\_\_

Name on Card (please print) \_\_\_\_\_

Signature \_\_\_\_\_

- Yes, I'm interested in becoming an EAEL Fall Expo Sponsor  
 Yes, I would like information about becoming a member of EAEL.  
 Yes, I would like information about becoming a member of NAELB.

## GENERAL INFORMATION

Please register as far in advance as possible. Register by  
Monday, September 10, 2007 to ensure that your name  
appears on the list of attendees.

## HOTEL INFORMATION

A block of rooms is being held for attendees of the 2007  
EAEL Fall Expo at Teaneck Marriott at Glenpointe. A special  
conference rate of \$129 single/double occupancy is offered  
to attendees. Please call the hotel directly at (800) 228-9290  
before September 10, 2007 to ensure the conference rate.  
Be sure to tell the reservations clerk you are attending the  
EAEL Fall Expo in order to get the group rate.

## GETTING THERE

The Teaneck Marriott at Glenpointe is the ideal destination  
for leisure getaways, superior meetings, banquets and social  
events. This is no ordinary hotel, with its soaring atrium lobby,  
comfortable oversized newly renovated guest rooms, concierge  
floors, luxury suites, superb restaurant and a leading edge  
health club and spa. The hotel is close to several top attrac-  
tions including Giants Stadium, New York City, and the  
Meadowlands.

Centrally located in Teaneck NJ, at the crossroads of I-95  
(NJ Turnpike) and I-80, the Teaneck Marriott at Glenpointe is  
just three miles from the George Washington Bridge, 10 min-  
utes from the Meadowlands Sports Complex and 15 minutes  
from Manhattan.

## CANCELLATION & SUBSTITUTION POLICY

- Cancellations must be received no later than Monday,  
September 17, 2007 for a refund minus \$100.
- No refund: No refunds of registration fees will be given  
for cancellations received on or after Tuesday, September  
18, 2007.

Substitutions for the entire program may be made  
at any time, including on-site registration.

## PHOTOGRAPHS TAKEN AT THE CONFERENCE

Photographs of speakers and attendees may be taken at this  
conference. These may appear in EAEL publications or on the  
EAEL website. By registering for this conference, you authorize  
EAEL the right to use any photographs taken of you during the  
course of the conference.

## MEMBERSHIP INFORMATION

If you are interested in joining EAEL, please call Alison Pryor,  
EAEL Executive Director, at (212) 809-1602 or check the  
appropriate box on the registration form.

# Inquire and Discover...

## EXPO PLANNING COMMITTEE:

**Shari L. Lipski, CLP**  
Conference Chairperson

**Bruce Smith**  
**Spencer Richmond**

**Carl Anderson,**  
Assistant Chairperson

**Alison Pryor**

## SPEAKER BIOS



### **JAMES ARTHUR "JIM" BOEHEIM** **WINNING LEADERSHIP—EVERY SECOND COUNTS**

Jim Boeheim's 2005-06 Syracuse team ended its season in a familiar place – the NCAA Tournament. His 30th campaign at the helm of his alma mater's basketball program resulted in a 23-12 record and the 25th NCAA post season appearance of his tenure. Boeheim guided his club to a 20-win campaign for the 28th time in his career. He also led the Orange to a second consecutive BIG EAST Conference Tournament title.

The season started off with a bang as Boeheim was inducted into the Naismith Memorial Basketball Hall of Fame in September. He's been honored again during the post season, receiving the John R. Wooden "Legends of Coaching" Award in April. Boeheim joined previous recipients Dean Smith, Mike Krzyzewski, Lute Olson, Denny Crum, Roy Williams, Mike Montgomery and Jim Calhoun. On April 21 he and Connecticut coach Jim Calhoun will be the "Spirit of Jimmy V" honorees at the annual V Foundation Gala.

Hall of Fame selection has capped a remarkable climb for the native of Lyons, N.Y. Boeheim enrolled at Syracuse in 1962 and was a walk-on with the basketball team that year. By Boeheim's senior season, he was a team captain along with the legendary Dave Bing. The Orange were 22-6 overall that year and earned the team's second-ever NCAA Tournament berth.

After graduating with a bachelor's degree in social science, Boeheim played professional basketball with Scranton of the Eastern League. He was a member of two championship squads and earned second-team all-star honors.

A three-time BIG EAST Coach of the Year, Boeheim has been honored as District II Coach of the Year 10 times by the National Association of Basketball Coaches (NABC). During the 2000 Final Four he was presented with the Claire Bee Award in recognition of his contributions to the sport. In the fall of 2000, he received Syracuse University's Arents Award, the school's highest alumni honor.

In 2001 was named USA Basketball National Coach of the Year after leading the Young Men's Team to the gold medal at the World Championship in Japan. It marked his seventh year of USA Basketball coaching experience. He was recently named as an assistant to Duke Coach Mike Krzyzewski on the USA Basketball staff for the Men's Senior Team that will compete in the 2008 Olympics.

A champion of many charitable causes, Boeheim has been most active with "Coaches vs. Cancer," a national fund raising organization affiliated with the National Association of Basketball Coaches (NABC) and the American Cancer Society. Boeheim's local campaign has led all others in money raised for seven of the last eight years. He has also lent his time to Crouse Hospital's Kienzle Family Maternity Center, the Children's Miracle Network, the Make-A-Wish Foundation, the Pioneer Center for the Blind and Disabled, Lighthouse, People in Wheelchairs, Easter Seals, the Special Olympics, the Rescue Mission and the Jack Bruen Fund. The Crouse Health Foundation chose Boeheim as its honoree for Tribute Evening 2003, the Foundation's annual fund raising gala. In May 2005, he received the James P. Wilmot Cancer Center Inspiration Award from the University of Rochester Medical Center.

Jim and his wife, Juli, are parents of James Arthur Boeheim, III, and twins Jack and Jamie. Jim also has a daughter, Elizabeth.



### **ANDREW STEGGLES** **GET YOUR GOOGLE GOING**

Andrew Steggles is the Chief Information Officer for the Risk and Insurance Management Society (RIMS) in New York City. RIMS is a not-for-profit organization dedicated to advancing the practice of risk management, a professional discipline that protects physical, financial, and human resources. Founded in 1950, RIMS is the world's largest association for risk management, representing over 4,000 industrial, service, nonprofit, charitable, and governmental entities. The Society serves more than 7,500

individuals representing its member companies/organizations in 89 chapters across the United States and Canada.

Mr. Steggles has more than 15 years experience in both the public and private sectors. In 1995, after serving 9 years as a communications specialist in the British Royal Navy (RN), he joined The Mortgage Operation, Plc (TMO) as a senior project manager leading a team of programmers to develop one of the United Kingdom's first on-line mortgage banking applications.

Widely recognized as an authority on Information Technology and strategic planning, Mr. Steggles has been a visiting lecturer at Thames Valley University on a variety of topics, including software project management, structured systems analysis, business process re-engineering, and database design and implementation. In 1997, he conceptualized and wrote the UK's first four-day course—"Assessing and Managing the Year 2000 Problem"—to be accredited by the Information Technology National Training Organization (ITNTO).

A regular speaker for the Thames Valley Chamber of Commerce on many information technology topics, Mr. Steggles is known for his hands-on approach combined with a determination to succeed and an ability to take advantage of the very latest technologies while aligning information technology with business strategy.

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62 William Street  
4th Floor, New York, NY 10005

**Golf Outing**  
August 16, 2007  
Bethpage Red Course  
Farmingdale, NY

**Christmas/Hanukkah Party**  
December 10, 2007  
New York City

**2008 Annual Convention**  
April 6th - 9th, 2008  
Ritz-Carlton  
Amelia Island, FL

**NAELB 2008 Annual Conference**  
April 10th - 12th, 2008  
Sheraton, New Orleans, LA