



# INSTITUTE FOR LEASING PROFESSIONALS

## Maryland

### Sponsored By FSG Capital

329 Prince George Street  
Laurel, MD 20707

### Schedule of Events

October 11<sup>th</sup>

8:00 a.m. - 5:00 p.m. Class

October 12<sup>th</sup>

8:00 a.m.-5:00 p.m. Class

October 13<sup>th</sup>

8:00 a.m.-5:00 p.m.  
CLP Exam\*

### Hotel Information

Fairfield Inn  
13700 Baltimore Ave.  
Laurel, MD 20707  
www.marriott.com  
(301) 498-8900

\*Optional - additional cost

The Institute for Leasing Professionals (ILP) is a two-day class that is the best means of preparing for the Certified Lease Professional exam which is offered on the third day. The course can also be used to kick-off the preparation for those who wish to take the exam in the future.

The ILP is a comprehensive NEFA training program designed by leasing professionals and presented by the best and the brightest in the industry. The topics covered are:

- History & Purpose of Leasing
- Lease Terminology & Classification
- Sales & Marketing
- Lessor-Vendor Relationships
- Credit & Credit Scoring, Financial Statement Analysis
- Lease Pricing
- Lease Law & Documentation
- Government Leasing
- Financial & Tax Accounting
- Lease Company Management
- Portfolio Management
- Sources of Financing
- Lease vs. Buy
- Collections

*The cost to attend the ILP is \$495 for NEFA members and \$595 for non-members. To register for the class, please visit: [www.NEFAssociation.org](http://www.NEFAssociation.org) or e-mail Kim King, Sr. Association Coordinator at NEFA - [kking@nefassociation.org](mailto:kking@nefassociation.org). The CLP exam is governed by the Certified Lease Professional Foundation and the cost to sit for the exam is \$580. For more information, please visit: [www.clpfoundation.org](http://www.clpfoundation.org) or contact Reid Raykovich, CLP, Executive Director at the CLP Foundation: [reid@clpfoundation.org](mailto:reid@clpfoundation.org) or (206) 535-6281*

CLP Foundation  
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