

## Mike Parker's Presidential Incoming Speech

“Good afternoon NAELB members and welcome to the 25th NAELB Annual Conference. This conference presents an opportunity for recognizing the accomplishments of the NAELB over the past 25 years and an opportunity to look forward to the next 25 years. I am proud to be your incoming NAELB President and never dreamed that I would be addressing the Association as its 25th President.

I’ve been in the equipment brokerage and finance industry for over 30 years. I was fortunate enough to be present with some of the founding fathers and recognized the value of the NAELB from its inception. Although I did not immediately become a member back in the early days, I joined in 1992 and have been a member ever since.

I have found continued value in the traditional values of the NAELB. In the early days, everyone knew everyone else. Everyone referred deals to each other. Everyone helped each other grow their business. Everyone watched out for each other. The early members were not competitors; we were all each other’s business mentors sharing the same business interests and goals. In the 25 years of its existence, the NAELB has been the only association in the industry that has maintained its initial mission statement as stated in the NAELB bylaws. Simply put, the mission of the NAELB has been and continues to be stated in the Bylaws as follows:

### ARTICLE SECOND OBJECTIVES

- A. To provide opportunities for the exchange of ideas and information concerning the equipment leasing industry for study, discussion and publication;
- B. To develop efficient methods, procedures and techniques for managing common interests of lease brokers;
- C. To develop and encourage the practice of high standards of personal and professional conduct among brokers in the equipment leasing field;
- D. To hold meetings and conferences for the improvement, education and networking of members;

E. To exchange and compile information relating to legal and legislative developments in the leasing industry;

F. To interact and cooperate with other leasing associations in the advancement of the interests of our members and the equipment leasing industry as a whole;

G. To maintain its mission statement and identity as being a leasing association formed by brokers, for brokers and managed by brokers.

In this world driven by the desire to “change” everything, I find it amazing that I stand here 25 years later, the same fundamental values and concepts upon which the NAELB was founded continue to be equal value to the lease broker of today as they were 25 years ago. Of course over the years, the definition of a “broker” has changed as business people grow and develop their businesses. NAELB has members that have been pure brokers for 30 years, members that are direct Lessors and members that provide financing tools and products that are complimentary to the leasing needs of their customers. NAELB has evolved with its members to meet the evolving needs of NAELB members’ customers. I cannot help but be proud of the fact that in the past 25 years of the NAELB that the NAELB is the only association that has never changed its mission statement, has never had to merge with another association to ensure its survival and has always remained run by brokers for brokers.

It is with that solid historical foundation that I look forward to the next 25 years. As the business model of brokers continues to evolve, so will the services and products offered by NAELB to our members. The NAELB has always lived by the tagline “Success by Association” and will continue to do so. But in order to do that, there is a very important key ingredient that has driven this association for the past 25 years that is needed to drive this association for the next 25 years.

That key ingredient is simple and should not come as a big surprise: Our members and their willingness to become involved. Never did I dream that my involvement would lead me to standing in front of you and an entire industry as I stand here before you today. One day, you also could be standing here, but you won’t get here without volunteering and taking a true

interest in the goals and objectives of the NAELB. Without our members and volunteers, this Association would never, ever have lasted 25 years.

I encourage each and every one of you, whether a broker, funding source or service provider to become involved in the NAELB and our committees. Without members and member involvement, the NAELB will not be here in another 25 years. I encourage the younger members that are here to take the time to individually meet our present founding members and come to understand the spirit upon which the NAELB was founded and to carry that spirit forward for the next 25 years.

As for the immediate future, look forward to the NAELB continuing to develop member benefits, membership incentives and increasing the value of NAELB membership for each and every one of our valued members.

Become involved.....it's actually rewarding and a lot of fun! Thanks to all of you for being here and on to the next 25 years!!!!!!"

Parker closed his remarks by listing the Founders and Charter Members of NAELB; and introducing the 2016-2017 Board of Directors as well as the NAELB Headquarters staff.

**Founding and Charter Members** (\*NAELB Past Presidents)

Joel Addison, Jim Blizzard, Bo Bohannan, Jim Borland\*, Renee Fox, Fred Leo, Mike Losey\*, Tom Madonna, Barry Marks, Jim McKee, Doug Mills, Gerry Oestreich\*, Bob Otterbacher\*, Dave Pittman, Neal Roth, Bruce Sciotto, June Sciotto\* and Leo Timmerman.

**Past Presidents**

Bob Bell, Corey Bell, Jim Borland, Bud Callahan, Donna Cole, Gerry Egan, Jack Harvey, Mike Losey, Mike Meacher, Joan Modes, Brian Montgomery, Gerry Oestreich, Robert Otterbacher, Spencer Richman, June Sciotto, Patrick Sponsel, Sonia v.M. Stoddard and Heather von Bargaen.