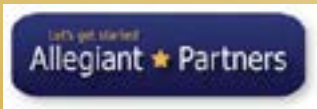




ACADEMY FOR LEASE & FINANCE PROFESSIONALS

Schedule

Co-Sponsored By:



Class location:
Marriott Walnut Creek
2355 N. Main St.
Walnut Creek,
CA 94596

Schedule of Events

May 12th

8:30 a.m. - 5:30 p.m.
Class

May 13th

8:30 a.m. - 5:30 p.m.
Class

4312 May 14th

8:30 a.m. - 5:30 p.m.
CLFP Exam

Day 1

<i>Subject</i>	<i>Presented By</i>	<i>Time</i>
History of Leasing	Kim Shea, CLFP	8:00 a.m.
Classification & Terminology	Kathy Nordendahl, CLFP	9:00 a.m.
Lessor and Vendor Relationships	Kathy Nordendahl, CLFP	10:15 a.m.
Lunch		11:00 a.m.
Lease Pricing and Math	Steve Crane, CLFP	12:00 p.m.
Break		2:15 p.m.
Financial and Tax Accounting	Chris Enbom, CLFP	2:30 p.m.

Day 2

<i>Subject</i>	<i>Presented By</i>	<i>Time</i>
Sources of Financing	Chris Lerma, CLFP	8:00 a.m.
Credit/Financial Statement Review	Bob Humber, CLFP	9:00 a.m.
Break		10:15 a.m.
Lease Law and Documentation	Bob Humber, CLFP	10:30 a.m.
Lunch		12:30 p.m.
Collections	Paul Knowlton, CLFP	1:30 p.m.
Marketing	Nick Fong, CLFP	2:30 p.m.
Break		3:15 p.m.
Sales and Lease vs. Buy	Brad Harmon, CLFP	3:30 p.m.
Lease Company Management	Brad Harmon, CLFP	4:15 p.m.

Day 3

CLFP Exam (Optional)		8:00 a.m.
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CLFP Foundation
P.O. Box 146
Northbrook, IL 60065
www.CLFPfoundation.org/ALFP.php