



## CLFP EXAMINATION OUTLINE

### Part I – 175 points (90 minutes)

History and Purpose of Leasing .....	75 points
Leasing Law.....	100 points

### Part II – 200 points (150 minutes)

Financial and Tax Accounting .....	100 points
Pricing .....	100 points

### Part III – 250 points (120 minutes)

Credit .....	125 points
Documentation.....	125 points

### Part IV –250 points (120 minutes)

Sales and Marketing .....	75 points
Funding, Operations and Customer Service .....	75 points
Collections .....	50 points
Asset and Portfolio Management.....	50 points