



CLFP

Circular

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A MESSAGE FROM THE CLFP PRESIDENT

HELLO FELLOW CLFPS AND WELCOME

Hello fellow CLFPs and welcome to the 4th Quarter of 2022, I know I say it every time, but I feel like the year is literally flying by. Before we know it the holidays and the frenzy of closing out year-end will be upon us.

Thank you to all who participated in our annual CLFP Day on Thursday August 25th, we had a great turnout. It was amazing to see faces from all over the world and all that traveled miles to get together with their fellow CLFPs in person. It was fun to see you all together in one place having a great time. We also appreciate everyone who worked on logistics for in the person events, you made this happen!

“It was amazing to see faces from all over the world”

We also honored and presented three Lifetime Awards Achievements to Bob Teichman, Bob Fisher, and John Rosenlund, who have all contributed significantly and continue to do so through retirement. We also crowned our Ms. CLFP Candace Reinhart with the 2022 Cindy Spurdle Award of Excellence, congrats Candace! Reid and I had a great time MCing the event, had we prepared a little more I think we should have done a little CLFP Rap, maybe next year.

As you all are aware Reid, Mel and Sandy are in the throes of our 2023 Recertification process. This is a huge undertaking with the large amount of CLFPs and I would personally ask that you all make it a goal to have this done as soon as possible. HUGE shoutout to the Recertification Committee of Kevin Prykull, Mikki Henkelman, Theresa Kabot, Mic Mount, Reid Raykovich, Jason Seitz, Molly Simon, and Lia Wax for the countless hours spent to prepare and distribute the material and quiz this year. It takes a village, a lot of knowledge and hard work to land on the final product presented to you all. The focus topics this year are Hell or High-



Jenny Wood, CLFP | Orion First Financial

“Cheers to putting the 3rd quarter behind us and moving into the infamous YEAR-END!”

Water Clause, Supply Chain Issues and Equipment Residual Ramifications and the ever so fun Section 1071.

Finally, we have had a tremendous amount of interest in joining one of our nine Committees and our Vetting Team has been busy interviewing and presenting candidates to all chairs. As we are coming to the end

of 2022 most of our committees are wrapping up and the Board will be meeting early in 2023 to start our processes forward. With that we will be reviewing all our candidates again and will do our best to find a spot that fits your passion. We are overwhelmed and moved with the amount of interest from everyone that wants to be actively involved in our Family.

Cheers to putting the 3rd quarter behind us and moving into the infamous YEAR-END!

- Jenny Wood

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CLFPS MAKING AN IMPACT



AUTHOR

Alison Taylor, CLFP

Serves as Vice President of Corporate Communications for First American Equipment Finance

In her role, she is focused on telling First American's story. She is a founding member of First American's Corporate Citizenship Team, focused on providing a platform for colleagues who want to support community causes. Alison currently serves as the Chair of the CLFP Foundation's Marketing Committee and serves on the Board of Directors for the Rochester Hearing & Speech Center.

As we head into what's often referred to as "giving season," now is a great time to share stories from our fellow CLFPs who give their time to causes they care about. We hope these CLFP highlights inspire you to consider what matters most in your own life. And these messages are not just geared towards our individual CLFP members, but we hope to inspire the organizations that employ them. People are craving good in the world and it's vital that organizations consider their surrounding colleague passions and community needs to develop purposeful initiatives that make a difference.

Donation matching. Supply drives. Basket raffles. QR codes. Lotteries. Shuffleboard tournament and Nintendo events. "Donate at the door" lunches and even guest bartending events.

Organizations, and the employees behind them, are getting more and more creative to address causes they care about and address community needs. We challenge all CLFP members and organizations alike to consider: are we doing everything we can for our community?

SO, LET'S MEET OUR VOLUNTEERS.

Not only do these CLFPs give back to the equipment finance industry by sharing their time and talent with the Foundation, but they giveback in their personal lives as well.



MEET LOVERN GORDON

Author, *The Legacy He Left Me*; National Sales Executive, Boston Financial & Equity Corporation; Consultant, CLFP Foundation



What organization do you support? Love Life Now Foundation

What is its mission? To support survivors of domestic violence through year-round initiatives and direct assistance to domestic violence programs.

What role do you play? Founder and President

What drives your passion to support this cause? As a child witness and young adult survivor of domestic violence, it's a cause that's near and dear to my heart. Spreading awareness around this issue by way of helping others be in the know about red flags in these types of relationships, assistance in leaving when they are ready, or encouragement to see what life could look like on the other side of abuse, are all things that

drive me every day after going through my personal experience.

Have you gotten your employer involved? Yes! Boston Financial and Equity Corporation has been dedicated in supporting our initiatives around awareness over the years and something I am forever grateful for!

What is one piece of advice you would give other CLFP members looking to get more involved in their own community or cause? Ask yourself what cause you care enough about to dedicate at least one hour a month (to start). Seek out a charity in the area that supports it and see how you can help and then go from there. I guarantee that you'll get way more out of it than you bargained for, and it will always leave you feeling fulfilled!

MEET TODD BUZARD

SVP, Finance at First American Equipment Finance; Board Treasurer, CLFP Foundation



What organization do you support? The American Diabetes Association.

What is their mission? To prevent and cure diabetes and to improve the lives of all people affected by diabetes.

What role do you play? Team captain for First American and volunteer/rider. Most recently I was asked to be the Tour Chairperson for the 2023 Tour De Cure event which is the ADA's largest local fundraising event. I will also be serving on the community board.

Do you get your employer involved? Yes, in the past, First American has been a Tour De Cure sponsor. My colleagues have also been fundraisers, riders, and event volunteers.

What drives your passion to support this cause?

My passion is primarily driven by my son who was diagnosed with Type 1 Diabetes at the age of 8. I am also driven to participate by other loved ones who live with diabetes.

What's one piece of advice you would give other CLFP members looking to get more involved in their own community or cause? Just do it. The experience of giving back is truly amazing in so many ways.

Our communities need our love and our leadership. Additionally, giving back has given me a greater sense of purpose and has added much joy to my life.

MEET CANDACE REINHART

COO/CXO, CoreTech Leasing; Board Secretary, CLFP Foundation



What organization do you support?

Impact Giving

What is its mission? Women changing lives both locally and globally through the power of working together for positive sustainable social change.

What role do you play? As a relatively new partner in the program, right now, I am learning a whole lot which is one of my favorite things. It is incredible to have a resource that can highlight all of the great social change opportunities out there. I am looking forward to being a part of the 2023 grant process.

What drives your passion to support this cause? Women working together. We don't celebrate each other often enough and this organization takes that celebration to a whole new level driven by the impact we're making.

Do you get your employer involved? Certainly! CoreTech as a whole has been focused on making strides around meaningful impact. Grant

opportunities for 2022 are behind the organization now but in the coming year, I will be looking to the team at CoreTech for the causes that mean the most to them. If we can drive some positive attention and potential support in the direction of what matters most to the team, I consider that massive win for the whole community.

What's one piece of advice you would give other CLFP members looking to get more involved in their own community or cause? Channel your childlike curiosity. The community around you has so much to offer and if you are curious, the opportunity to learn, meet incredible people and get involved seems to come naturally in your direction.

IN SUMMARY.

Ask yourself: what matters to you? Take the first step and "just do it." And channel your childlike curiosity. We hope you feel inspired by this quarter's circular and share in our appreciation for Lovern, Todd and Candace's commitment to their causes.

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INDUSTRY NEWS

JOIN THE ELFA EQUITY FORUM, NOV. 6-7 IN D.C.

ELFA is excited to present the inaugural 2022 ELFA Equity Forum—the first forum of its kind for the equipment finance industry. This special event on Nov. 6-7 at the Westin Washington City Center in Washington, D.C., promises to be a welcoming place to celebrate and advance diversity, equity and inclusion in the equipment finance industry.

The agenda features a DEI-focused holistic leadership strategist as our keynote speaker, several hot-topic sessions, an “Ask A DEI Leader Panel” and many interactive networking opportunities, all organized around the theme, “Be Comfortable. Be Who You Are.”

If you're looking for a comfortable place to meet other people like yourself, learn tips on how to succeed as a diverse person, think about ways to recruit other diverse people to the equipment finance industry, be an outstanding ally or build your professional network, this event is for you. The registration fee is \$249.

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WHY I BECAME A CLFP



Alexandra “Lexie” Dressman, Senior Counsel,
The Huntington National Bank

I chose to become a CLFP because I wanted to better educate myself on all aspects of equipment finance and leasing in order to be a more knowledgeable colleague. I also wanted to be able to quickly demonstrate my competency and be a part of this community of knowledgeable professionals.



Jerell Vincent, Business Development Executive,
Delta Financial Group

As someone who was new to the industry, I saw the CLFP designation as the best path to gain a deeper understanding of equipment leasing & financing. The body of knowledge I now possess puts me in a position to support my company, Delta Financial Group and serve our clients as a trusted professional.



Patrick McKeever, Product Owner,
Sales & Service, DLL

The CLFP training course has a tremendous reputation in my organization for growing our members' knowledge base of best industry practices and developing a strong workforce of certified professionals. The title of CLFP is a respected and sought-after designation.



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James Backoff, CLFP
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Sam Bugas, CLFP Associate
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Katherine Butzow, CLFP
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Megan Bystol-Olvera, CLFP
John Deere Financial



Zuzanna Capozzi, CLFP Associate
North Mill Equipment
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Michael Clark, CLFP
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Mark Conrad, CLFP
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Timothy Creasy, CLFP
Crossroads Equipment
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North Mill Equipment Finance



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Jennifer Schreurs, CLFP
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Transport Enterprise Leasing LLC



Dakota Smith, CLFP
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Steven Strozewski, CLFP
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