



CLFP EXAMINATION OUTLINE

Part I – 150 points (90 minutes)

History and Purpose of Leasing 75 points

Leasing Law 75 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

Asset and Portfolio Management 100 points