

2025 CLFP Body of Knowledge

History & Overview of Equipment Finance and Leasing

- Ancient History

- Middle Ages

- Industrial Revolution

- Early 1900s

- History of Modern Equipment Finance

- 1990s

- 2000 - 2010

- 2010 - Present

- Participants in The Industry

- Industry Sector by Transaction Size

- Competition to Equipment Financing

- Equipment Finance Products – Through Which Lens

- Benefits of Equipment Financing and Leasing

Leasing Law

- Basis for U.S. Leasing Law

- The Uniform Commercial Code

- Contrasting True Lease and Lease Intended as Security

- Legal Entities

- Qualification to Do Business

Financial and Tax Accounting

- Financial Accounting

- Other Accounting and Tax Considerations

Sales and Marketing

- Role and Purpose of Sales and Marketing

- Common Equipment Finance Origination Channels

- Marketing

- Sales

- Typical Sales and Marketing Tools

- The Direct Origination Channel

- The Vendor Origination Channel

- The Third-Party Origination Channel (TPO)

Credit

- Role and Purpose of Credit

- Credit Process

- Credit Request/Credit Application

- Data Gathering and Due Diligence

- Credit Analysis

- Deal Structuring

- Credit Decision

Credit Scoring and Analysis

Lease Pricing

Lease Pricing Fundamentals

Equipment Lease and Financing Documentation

Documentation Process

Standard Documentation

Municipal Leasing Documentation

Agricultural Leasing Documentation

Equipment Finance Operations and Funding

Sources of Capital

Lease Syndication Buy & Sell

Portfolio Acquisition

Regulatory Compliance

Funding

Customer Service

Technology

Portfolio Management

Tracking Portfolio Performance

Current Expected Credit Loss Model (CECL)

Ongoing Credit Review

Collections

Asset Management