Go For It!

By: Brylee Horning, CLFP



For the first 17 years of my equipment finance career, the proposition of taking the CLFP Exam was thought about on a handful of occasions. Oftentimes, I would avert my attention elsewhere, telling myself that I was, "Too busy to take that on right now." I know many can relate to this justifiable reason as we raise families, attend extracurricular events, volunteer, and quite simply put, live the modern, busy life. For me, the aforementioned really was true; but in full disclosure, there was also another reason I continued to avoid the CLFP…it was a fear that strikes so many proud professionals - failure!

As the years went on, every time the CLFP topic was raised, I would experience a slight nervous feeling. A feeling caused by a fear of putting myself out there only to possibly fail the Exam after having worked in our industry for several years. And this sense only grew as I accumulated more experience and industry tenure. Fast forward to 2021, my time had come. I was given the opportunity to take the CLFP Exam, and I knew that I needed to step up and that I could no longer delay in embarking on this next step. It was officially time to get over any prideful apprehension. I had to take a more realistic evaluation of the "risk versus reward" and ultimately, I realized that the reward of learning new things, obtaining the credential, and being a part of this strong network of professionals far outweighed the excuses of limited personal bandwidth or humbling fears of failure. I saw the full scope of this opportunity and learned that studying for the CLFP gave me the opportunity to lean into my existing strengths while developing a genuine curiosity for topics that I had previously been less acquainted with. I mean, honestly, who knew Accounting Standards Codification 230 could be so riveting?!

In the end, I realized that all those years of putting it off, I was my own worst roadblock. My excuses of being too busy or that I had already been in the industry for so long, or worse, my fear of failing the exam…were all dismissed. Yes, I passed. But in addition to passing the exam, I also learned some great information in the process. And most importantly, I gained membership to a group of over 1,500 individuals worldwide who have made the same commitment to our industry. A commitment that involves taking the time for professional development that also benefits the greater good of the businesses and industries we serve.

For anyone afforded the opportunity to obtain your CLFP designation, I would urge you to do so! Whether you're just starting out in your career or you're already a well-known pillar of the industry, at any level of experience, it is worth the time and effort. And given my story, I can personally attest that for the past 3+ years of holding my CLFP, I not only enjoy a sense of pride in the accomplishment itself, but I also recognize that I am associated with an amazing professional credential that further underscores the strengths of our industry.

Brylee Horning, CLFP is the Vice President of Credit at Priority Capital Partners. She has been in the equipment leasing and finance industry for 20 years spending time in both the originations and servicing side. She lives in Scottsdale, Arizona with her family of five and enjoys pickleball, game nights, and attending her children's softball tournaments, baseball games, badminton matches, and swim meets.