# CLFP Body of Knowledge | 2026

## 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 & Tax Accounting

- Financial Accounting
- Other Accounting and Tax Considerations

## Sales & 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 & Financing Documentation

- Documentation Process
- Standard Documentation
- Municipal Leasing Documentation
- Agricultural Leasing Documentation

## Equipment Finance Operations & 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