

CLFP Examination Outline



Part I – 150 points (90 minutes)

History & Overview of Leasing	75 points
Leasing Law	75 points

Part II – 200 points (150 minutes)

Financial & 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 & Marketing	75 points
Funding, Operations, & Customer Service	75 points
Asset & Portfolio Management	100 points
