

SAMPLE SCHEDULE

Week 1: History of Leasing	Monday	Tuesday	Wednesday	Thursday	Friday
	History of Equipment Finance Through the Industry Ages; History of Modern Equipment Finance	Participants: Industry Sector by Transaction Size	Competition to Equipment Financing: Equipment Finance Products	Equipment Finance Benefits	Summary
Week 2: Leasing Law	Monday	Tuesday	Wednesday	Thursday	Friday
	Basis for U.S. Leasing Law	The Uniform Commercial Code: Legal Definition of a Lease	UCC Article 2, 9, 2A, 12	Contrasting True Lease & Lease Intended as Security	Legal Entities; Qualification to Do Business
Week 3: Financial & Tax Accounting	Monday	Tuesday	Wednesday	Thursday	Friday
	Classification under ASC 842: Lease Classification for Lessors	Accounting for Lessors	Lessor Accounting for End-of-Lease Options; Accounting for Lessees	Financial Statements; Understanding Financial Statements	Tax Accounting
Week 4: Sales & Marketing	Monday	Tuesday	Wednesday	Thursday	Friday
	Roles & Purposes of Sales and Marketing	Marketing	Sales	Typical Sales & Marketing Tools; The Direct Origination Channel. The Vendor Origination Channel	The Third-Party Origination Channel
Week 5: Credit	Monday	Tuesday	Wednesday	Thursday	Friday
	Role and Purpose of Credit; Credit Process	Credit Request/Credit Application; Data Gathering & Due Diligence	Know the Origination Channel; Know Your Customer (KYC)	Credit Analysis; Financial Statement Analysis Techniques	Financial Ratios; Deal Structuring; Credit Decision; Credit Scoring & Analysis
Week 6: Leasing Pricing	Monday	Tuesday	Wednesday	Thursday	Friday
	Lease Pricing Fundamentals	Non-Tax Pricing	Computing Unusual Payment Structures	Lease Pricing Tools: True (Tax) Lease Pricing	Appendix 3: Sample Pricing Problems
Week 7: Documentation	Monday	Tuesday	Wednesday	Thursday	Friday
	Documentation Process; Three Typical Forms of Lease Contracts; Thirteen Standard Lease and Financing Documents	31 Elements of a Lease Agreement	Exhibits & Schedules; Delivery and Acceptance Certificate (D&A); Personal & Corporate Guarantees; Corporate Resolutions; Real Estate & Landlord Waivers	Fixture Filing; UCC Financing Statements; Real Estate as Additional Collateral; Invoice; Advanced Funding/Pre-Funding Agreement; Purchase & Renewal Options; Additional Collateral as Security	Equipment Finance Agreements (EFAs); Municipal Leasing Documentation; Agricultural Documentation
Week 8: Funding & Operations	Monday	Tuesday	Wednesday	Thursday	Friday
	Sources of Capital	Lease Syndication; Portfolio Acquisition	Regulatory Compliance	Funding; Customer Service	Technology
Week 9: Portfolio Management	Monday	Tuesday	Wednesday	Thursday	Friday
	Cross-Functional Considerations for Portfolio Success; Tracking Portfolio Performance	Ongoing Credit Review; Collections	Bankruptcy Law	Asset Management	Off or review as needed
Week 10: Practice Exam/ALFP/Exam	Monday	Tuesday	Wednesday	Thursday	Friday
	Take the Practice Exam <i>'If registered for an ALFP. Candidates have access to a comprehensive Sample Exam. If not registered, practicing modules in Quizlet is a helpful option.'</i>	Review areas with missed points	Review sample problems and appendix of book	Review material as needed	Take the Exam

Visit the Foundation's website to access a sample credit problem