



# CLFP

## Circular

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# A MESSAGE FROM THE CLFP PRESIDENT

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## CLFP IS MORE THAN A CERTIFICATION. IT'S A MOVEMENT.

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Hey there, CLFP Community!

As we pass the midpoint of this milestone year, I can't help but reflect on how far we've come and how much promise still lies ahead.

This year, we're celebrating 40 years of the CLFP designation, and we are nearing 1,700 active CLFPs strong. That number alone is powerful, but what it represents is even more meaningful: a growing community of professionals raising the bar across the equipment finance industry.

We often communicate our mission, which is "building a better commercial equipment leasing and finance industry, one individual at a time." That mission is alive and thriving and was never more visible than it was this quarter.

In May, we had 43 CLFPs attend ELFA's Capitol Connections, nearly a third of all participants. I feel incredibly grateful to have been able to participate. The CLFP presence and advocacy were a testament not just to our growth, but to the reputation and credibility CLFP carries within our broader ecosystem. We are not just growing in size; we are deepening our impact.

Our partnerships across the industry continue to flourish, with increased collaboration between associations, companies, and professionals who share a commitment to development, excellence, and raising industry standards. It's clear: CLFP is more than a certification. It's a movement. And it brings people together with purpose.

As we continue nurturing these relationships and exploring new ways to deliver even greater value to our members, I believe the best chapters of the CLFP story are still being written.

Thank you for being a part of this legacy and for continuing to help shape what comes next.



**Candace Reinhart, CLFP**  
*2025 CLFP Board President*  
*COO/CXO, CoreTech Leasing*

**With gratitude,  
- Candace Reinhart**





## SPOTLIGHT: **KAYLEE LINO, CLFP ASSOCIATE** *KLC Financial, LLC – Account Specialist*

### **How did you get started in the equipment finance industry?**

My background is in healthcare, but I was seeking a role where my transferable skills, such as analytical thinking and problem-solving, would be valuable. A connection through mutual friends led me to a team member at KLC. Impressed by the company's values and culture, I actively pursued an opportunity to join their team.

### **What inspired you to pursue the CLFP designation?**

As someone relatively new to the industry, I was inspired to pursue the CLFP designation to quickly deepen my expertise in the leasing and finance sector. I knew that achieving this designation would not only enhance my knowledge but also demonstrate my commitment to professional development and ethical standards early in my career. I believe it will allow me to better serve my clients by providing them with a high level of expertise and service, even as I continue to grow in the field.

### **What part of the CLFP journey challenged you the most?**

The biggest challenge during my CLFP journey was balancing study time with my other commitments. Juggling work, personal life, and dedicating enough time to study was tough, but I knew it was essential for success. What really made a difference was actively working through sample questions; the hands-on approach helped solidify my understanding and made the material much more digestible.

### **How has becoming a CLFP impacted your career or professional confidence?**

Becoming a CLFP has significantly boosted my professional confidence and positively impacted my career. What's been particularly rewarding is how it's changed my perspective; I now see my everyday work through a new lens, allowing me to apply a deeper understanding of finance to every transaction. This has not only made me feel more equipped to handle complex deals and provide strategic financial advice but has also elevated my performance and overall job satisfaction.

### **What advice would you give to someone thinking about becoming a CLFP?**

If you're considering becoming a CLFP, my advice would be to dedicate the necessary time to study and really work through those practice problems – they're super helpful! Don't hesitate to ask questions, and if possible, form a study group.

### **What's your go-to coffee (or tea) order?**

I enjoy a good iced matcha with strawberry cold foam.

### **What's your favorite way to unwind after work?**

Watching reruns of The Office while cooking dinner.

### **What's a small habit that makes a big difference in your day?**

Stepping outside to enjoy the sunshine during my lunch breaks.

### **Favorite food that you would eat forever?**

PHO! I could eat it every day.





## SPOTLIGHT: HILARY VASQUEZ, CLFP

*CoBank/Farm Credit Leasing Services Corporation – Sales Operations Manager*

### **How did you get started in the equipment finance industry?**

It was a crazy random happenstance that brought me to the equipment finance industry. After earning my music performance degree in 2007, I began working in customer service at TCF. As the six-month grace period for student loan payments neared its end, I realized my income wouldn't cover the minimum balance. Determined, I went home and applied to over 200 jobs in one evening. A few days later, CoBank reached out for an interview. I secured the position and have been thriving in equipment finance ever since.

### **What inspired you to pursue the CLFP designation?**

I believe obtaining the CLFP designation will significantly enhance my effectiveness in my current role and the ways I can contribute to our team at FCL. The comprehensive knowledge and skills I will gain from this certification will not only deepen my understanding of the industry but also enable me to provide more insightful and strategic guidance. This, in turn, will help us achieve our business goals and uphold the high standards of professionalism and ethics that FCL is known for. In addition, much like the leadership and strategic vision of Captain Jean-Luc Picard of the Starship Enterprise, I aspire to guide our team towards new frontiers of success and innovation.

### **What part of the CLFP journey challenged you the most?**

Having never taken an accounting course or reviewed a balance sheet, I was most intimidated by the Accounting Section. I'm eternally grateful to our Finance Director, Dan Shepard, for creating video recordings talking through all things accounting, affectionately coined "Accounting After Hours". Our entire cohort studying to take the CLFP helped to educate each other in their areas of expertise.

### **How has becoming a CLFP impacted your career or professional confidence?**

I don't think I realized how often my brain would automatically float into the Charlie Brown's teacher's "wha wha wha" sound when coworkers were talking about topics for which I did not have a great grasp of the acronyms they were using, but taking the CLFP has revolutionized my ability to track and keep up in daily process improvement conversations and discussions across departments.

### **What advice would you give to someone thinking about becoming a CLFP?**

Find a couple coworkers, create a cohort, and tackle the content together. This is a great opportunity to deepen your relationships with coworkers and build a deeper understanding of equipment finance across your company. Much like the crew of the USS Enterprise in Star Trek, working together and combining your unique skills and knowledge will help you navigate the complexities of your mission and boldly go where no finance professional has gone before.

### **What's your go-to coffee (or tea) order?**

Hot Earl Grey tea.

### **What's one thing people would be surprised to learn about you?**

I'm at level 41 on Pokémon Go.

### **If you could swap jobs with anyone for a day, who would it be and why?**

A Maine Lobster fisherman. I've watched too many videos about lobsters and would love to catch a blue one.

### **What's your favorite way to unwind after work?**

Crocheting or building Legos.

### **What's a book, podcast, or TED Talk that really resonated with you?**

I'll take a page from Ezra Klein and give you three books: Your Money or Your Life by Vicki Robin and Joe Dominguez; The Millionaire Next Door by Thomas J. Stanley; The Hitchhiker's Guide to the Galaxy by Douglas Adams.

### **If you had an extra hour in your day, how would you spend it?**

Singing in a choir.

### **What's a small habit that makes a big difference in your day?**

My morning coffee, it brings me from grumpy to approachable.

### **If you could instantly become an expert in any skill, what would it be?**

Parenting.

### **Your favorite life hack is....?**

Marrying the right person.







## SPOTLIGHT: **JASMINE SKYE, CLFP** *Channel – Syndications Account Manager*

After the pandemic, I made the decision to change my career path and step into the world of equipment finance. Without a traditional finance background, I knew I had a steep learning curve ahead. Pursuing the CLFP designation felt like the right move to build a strong foundation and jump-start my new career. In fact, earning the certification opened up more opportunities for me to advance within our organization and I am so glad I did it.

I was genuinely impressed by the depth and breadth of topics covered throughout the certification process. Determined to immerse myself fully, I hosted a weekend study session and created as many helpful resources as I could for my team and future CLFP candidates. Once I passed the Exam, I was honored to be invited to serve as a mentor for the organization. It's been incredibly rewarding to support

others on their own CLFP Journeys and to watch them succeed using the same tools and knowledge I once relied on.

One of the proudest moments of all? Becoming part of a double CLFP household! My wife recently earned her certification, and I couldn't be prouder.



## SPOTLIGHT: **VIVIAN SKYE, CLFP ASSOCIATE** *Channel – Default Management Support Specialist*

Preparing for the CLFP was no small feat, but I was fortunate to have an incredible support system by my side. My wife had taken the exam the year before and offered a wealth of insight, guidance, and additional resources that helped me navigate the process with more confidence.

In addition to her support, Channel provided weekly classes led by subject matter experts who broke down each chapter of the book in detail. That structure and encouragement made all the difference.

Thanks to the combined support of my family and colleagues, I'm proud to now call myself a CLFP!



# Leading with Integrity: Fraud, AI, and Future Readiness with Jill Molitor, CLFP, CEF, CFCS

By: By Deborah Reuben, CLFP – CEO & Founder of TomorrowZone

In equipment finance, fraud prevention represents a strategic leadership responsibility. Jill Molitor, CLFP, Certified Fraud Examiner, Certified Financial Crimes Specialist, and Director of Credit and Fraud Administration at Stearns Bank, brings a grounded perspective on building resilient, trustworthy organizations. In a recent TomorrowZone Catalyst Podcast conversation, Jill shared insights shaped by decades of hands-on leadership and a deep commitment to integrity.

## The Foundation: Values-Driven Leadership

“You know right from wrong, and you know what to do.” This advice from Jill’s grandfather became the guiding principle for her 25-year career. That early lesson still informs how she leads, develops teams, and drives internal culture grounded in trust and accountability.

The modern fraud landscape is both complex and adaptive. Jill highlights the growing complexity of fraud in the equipment finance space. In a world of rapidly advancing and accessible AI capabilities, key risks include:

- **Synthetic Identity Fraud**, which involves blending real and fabricated information—such as using dormant business registrations, attaching made-up names to minors’ Social Security numbers, and using together to “reinstate” the business—resulting in a convincing false identity.
- **Digital Deception**, which includes altering documents, business email compromise, and voice or video deepfakes that impersonate customers or internal stakeholders.

Jill emphasized, “Fraud prevention isn’t just a bank issue, it’s really a business issue.” Leaders across all Teams must build awareness and response strategies that address these evolving threats.

## Technology and AI: Tools That Require Thoughtful Application

AI and machine learning offer new capabilities in fraud detection, including biometric verification, data pattern analysis, and real-time flagging of suspicious behavior. Jill encourages institutions to apply these tools with care. Considerations include:

- Ensuring data privacy protections
- Avoiding algorithmic bias

- Meeting regulatory and fair lending requirements

Strong fraud prevention includes both smart technology and the leadership to apply it responsibly.

Aligning with well-defined loan policy and collaborative daily practices is what Jill describes as a “Credit Strong” culture. Stearns Bank leadership and team members maintain shared accountability and accessible communication across all levels and key characteristics of their credit strong culture include:

- Clear, adaptive policies and strategic planning
- Open collaboration between leaders and frontline teams
- Shared learning and skill-building opportunities for team members

As Jill explains: “The title you hold simply tells others what kind of experience you might have. Everyone has a voice.” An inclusive decision-making model equips the organization to handle complexity and change with agility.

A central component of both fraud prevention and leadership development is education. Jill encourages teams to reflect on real cases, extract patterns, and share insights that can improve future outcomes. “It’s great for fraud investigators to understand fraud schemes—but it can’t stop with them.” Her active commitment to continuous learning includes mentorship, board service, and knowledge sharing through professional communities like the CLFP Foundation. This commitment to ongoing learning reinforces a culture of continuous improvement.

When asked what equipment finance leaders can do to shape a better future, Jill offered four priorities:

- Lead by example with intention and empathy
- Share knowledge and insights across the organization
- Hold teams accountable with care and clarity
- Make sure people know they are supported and valued

Aligning values, strategy, and action are central to Jill’s leadership style. Her insights reflect what resilient organizations need in today’s environment—clarity, vigilance, and culture that prioritizes both integrity and innovation.



## About the Author

Deborah Reuben, CLFP, is CEO of TomorrowZone®, an award-winning consulting firm shaping the future through bold strategy, human-centered innovation, and tech-savvy foresight. She authored the CLFP Handbook, founded the ELFA Innovation Advisory Council, and currently serves on the CLFP Foundation Board.



We can take inspiration from Jill's example by focusing on:

- Early identification of emerging risks
- Responsible application of AI and automation
- Building teams that learn, adapt, and act together
- Creating policies that reflect reality and foster collaboration
- Cultivating a mindset of curiosity, trust, and shared responsibility

Jill's approach shows that readiness for the future begins with strong leadership today.

Listen to the full interview with Jill Molitor on episode 53 of the **TomorrowZone Catalyst Podcast** at <https://tomorrowzone.io/podcast/>



## MEET JILL MOLITOR, CLFP, CFE, CFCS



Jill Molitor started her career with Stearns Bank in 2000, as a Sales Representative in the Equipment Finance Division. She transitioned to the EFD Credit Team in 2002, and since has laterally expanded learning multiple facets of EFD including sales, credit, documentation, funding, and accounts receivable. She simultaneously gained an understanding of the fraud and compliance areas of EFD of the bank. Roles through her tenure include Credit Supervisor, Credit Manager, Fraud Strategy Officer, Director of Credit and Fraud Strategy, Chief Credit Officer, and

Director of Credit and Fraud Administration. Jill started learning bank-side credit and related functions along with BSA/AML in 2019 when she accepted the role of Director of Credit and Fraud Strategy. Jill accepted a position as Chief Credit Officer in September 2022, and most recently as Director of Credit and Fraud Administration in January of 2025 with current duties including development, implementation, and oversight of credit and fraud-related efficiencies and best practices, internal controls, actionable reporting, and involvement in credit-related audits to maintain Stearns Bank's "Credit-Strong" culture and strategic priorities. Her role allows her to work closely with a variety of Teams throughout the organization.

Jill has studied for and earned her Certified Fraud Examiner (CFE), CLFP (Certified Lease Finance Professional), and CFCS (Certified Financial Crimes Specialist) certifications. Jill recently attended a year-long Leadership Academy hosted by the Minnesota Bankers Association. Jill serves on a variety of internal committees at Stearns Bank, serves on the CLFP's Board of Directors and ALFP, Scholarship Task Force, and Content Committees, serves on the Equifax CFN Advisory Board, and on the CFE's Editorial Advisory Committee. Jill also volunteers for the local Junior Achievement program & recently started offering free financial mastery and fraud prevention seminars within her local community and most recently joined the ROCORI CEO BOD to help launch its entrepreneurial program geared toward high school Juniors and Seniors.

Jill resides in Richmond, MN with her husband, twin daughters, son, two dogs, and a cat. Jill actively cheers on her kids at their Cross Country, softball, track, golf, football, and dance meets. She is an avid runner, starting each day with a 5-mile run, and enjoys spending time at her cabin and volunteering at her church and within her local community.

# UNT PROGRAM

## UNT Equipment Finance Course Recap

In partnership with the University of North Texas (UNT), the Equipment Leasing & Finance Foundation (ELFF), and support of Wintrust Commercial Finance, Padfield & Stout, LLP, Equify, GreatAmerica Financial Services, and Stonebriar Commercial Finance, the CLFP Foundation proudly supported the launch of the first-ever college-level course dedicated to commercial equipment finance. This groundbreaking course introduced students to the fundamentals of the industry, blending academic instruction with real-world insights and professional development resources, all based on the CLFP Body of Knowledge.

Throughout the semester, students gained early exposure to the equipment finance space and were introduced to the CLFP designation as a potential long-term credentialing goal. As the first course concluded this spring, we are especially grateful to the CLFP Mentors and Guest Lecturers who generously shared their time, experience, and industry knowledge to help bring the course to life.

By building informed and motivated talent, this partnership is helping shape the future of our industry, starting in the classroom. Join us in extending a special thank you to our CLFPs who paved the way for student success!



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### Investing in the Future of Equipment Finance

First American is proud to support the CLFP Foundation.

### CLFP Mentors

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DLL

**Linzey Brunton, CLFP**  
GreatAmerica Financial Services

**Dan Burris, CLFP**  
Avtech Capital LLC

**Michael Coon, CLFP**  
Hanmi Bank

**Joshua Dickens, CLFP**  
Arvest Equipment Finance

**Regina Eckendorf, CLFP**  
U.S. Bank Equipment Finance

**Jennifer Fitzgerald, CLFP**  
AP Equipment Financing

**Clay Fisher, CLFP**  
Oakmont Capital Services

**Nathan Gibbons, CLFP**  
QuickFi by Innovation  
Finance USA LLC

**Stephanie Langford, CLFP**  
Navitas Credit Corp.

**Zack Marsh, CLFP**  
AP Equipment Financing

**Melissa McCuaig, CLFP**  
Stryker Flex Financial

**Brent McWhorter, CLFP**  
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**Nannette Mickelsen, CLFP**  
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**Brian Schonfeld, CLFP**  
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**Carl Vilella, CLFP**  
Acceptance Leasing & Financing  
Service, Inc

**Aparna Vemuri, CLFP**  
DLL

**Mark Windeknecht, CLFP**  
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**Chelsea Wood, CLFP**  
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**CLFP Guest Lecturers**  
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First American Equipment Finance

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**Jill Molitor, CLFP, CFE, CFCS**  
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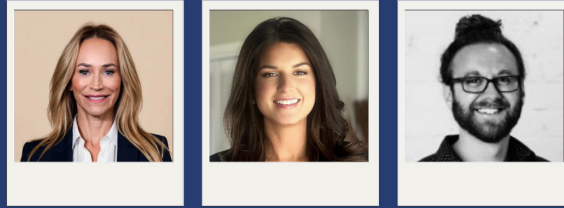
**Lia Wax, CLFP**  
Financial Pacific Leasing

**Lisa Whitehead, CLFP**  
First National Capital Corporation



# THANK YOU, CLFP LEADERS!

## CLFP Mentors



## CLFP Guest Lecturers



# CONTINUING OUTREACH TO HISTORICALLY BLACK COLLEGES AND UNIVERSITIES (HBCUS)

The CLFP Foundation has made great strides in supporting Historically Black Colleges and Universities (HBCUs) through our ongoing partnership with Cisco Capital in the past few years. Together, we've introduced college students to the equipment leasing and finance industry and have provided knowledge, mentorship, and a window into the world of commercial equipment finance.

In 2024, we proudly launched a new Micro-Credential program called Foundations of Commercial Equipment Finance. Designed specifically for students, this program offers a foundational understanding of the industry and introduces core concepts of industry fundamentals and terminology, based on the CLFP Body of Knowledge. With support from Cisco Capital and DLL alongside scholarship funding from the Black Equipment Finance Network (BEFN), we've been able to reduce financial barriers and expand access to this important content.

Through education, community, and industry exposure, our HBCU outreach initiative continues to inspire the next generation of professionals—and we're thrilled to highlight the stories of our students.



## HBCU STUDENT SPOTLIGHT: **AVA EDWARDS, SOPHOMORE** *Lincoln University – Political Science Major, International Relations/Pre-Law Minor*

### **What inspired you to pursue the CLFP Micro-Credential?**

I was inspired to pursue the CLFP Micro-Credential because, at the time, I was unsure about the future I wanted to pursue, and finance was an industry I was looking towards. After seeing how much the Micro-Credential offered, I knew I wanted to take on the class at Lincoln University to learn about the equipment finance industry.

### **What was the most interesting thing you learned about the equipment finance industry?**

The most interesting thing that I learned was about how vast the industry is. I had never heard about the equipment finance industry before the CLFP Micro-Credential Class. I learned

that the equipment finance industry is everywhere. From heavy machinery, medical equipment, and office supplies. After the course, when going to hospitals and my classes, I was able to look through a different lens, knowing that equipment finance was involved.

### **How has earning this micro-credential influenced your career goals or perspective on finance?**

It has influenced my career goals and view on finance; it brought a new perspective to finance that I didn't know existed. I was able to see the transactional side of finance through the micro-credential. This was the final push for me to change my major and see how finance interconnects with the Political Science realm.

### **What would you say to other students who are thinking about taking this course?**

Do It! No matter the major, do the course. Through this course, I was able to learn more about a "hidden" field in the finance industry. The course may seem intimidating or difficult, but through the extraordinary teachers who taught the credential, nothing will seem impossible after this course.

### **What's your dream job or industry to work in after graduation?**

I am still exploring my options for my future career, but my dream industry is to work in the law industry.





## HBCU STUDENT SPOTLIGHT: SIMRAN SHARMA, JUNIOR

*Lincoln University– Accounting Major*

### What inspired you to pursue the CLFP Micro-Credential?

I was inspired to pursue the CLFP Micro-Credential because I wanted to deepen my understanding of specialized areas within finance, especially equipment leasing, and financing – an often-overlooked but vital part of many industries. As an accounting major, I knew this credential would broaden my perspective and help me stand out in a competitive job market.

### What was the most interesting thing you learned about the equipment finance industry?

The most interesting thing I learned was how essential equipment finance is to business growth and innovation. From construction to healthcare, companies rely on equipment financing to scale operations efficiently. In addition, I was fascinated by the variety of financing structures and how risk is evaluated and managed in these deals.

### How has earning this micro-credential influenced your career goals or perspective on finance?

This micro-credential expanded my view of finance beyond traditional roles. It showed me how dynamic and interconnected various financial services are. Now, I am considering a career in commercial lending or working with a firm that specializes in asset-based finance, where I can combine my skills in accounting with a strategic, forward-thinking mindset.

### What would you say to other students who are thinking about taking this course?

I would highly recommend taking the course, particularly for students who want to challenge themselves and gain practical knowledge that directly applies to real-world finance. It provides valuable insight into a specialized area of the industry and can open doors to new opportunities. Even if you don't pursue a career in equipment finance, the skills and perspectives you gain are broadly applicable and can help inform your future career decisions.

### What's your dream job or industry to work in after graduation?

My dream job is to work as a CPA or financial analyst at a firm that serves a wide range of industries, including manufacturing or tech. I'm particularly interested in roles that blend analytical work with client engagement and long-term strategy.

### Anything else you'd like to share?

The CLFP Micro-Credential was more than just a resume booster; it was a meaningful learning experience that connected textbook concepts to real-world financial practices. I'm grateful for the exposure it provided and feel more confident navigating conversations about finance, leasing, and asset management as a result.



**30 CLFPs**  
and counting...

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U.S. Bank Equipment Finance



**Travis Apperson, CLFP**  
Channel



**Sara Beattie, CLFP**  
Geneva Capital, LLC



**Kyle Beckel, CLFP**  
North Mill Equipment Finance



**Ian Beresford, CLFP**  
DLL



**James Bieda, CLFP**  
Blue Street Capital, LLC



**Robert Bimson, CLFP**  
CoBank Farm Credit Leasing



**Rita Botello, CLFP**  
U.S. Bank Equipment Finance



**Gabrielle Burgin, CLFP**  
Channel



**Braddon Calloway, CLFP**  
PNC Equipment Finance, LLC



**Andrew Card, CLFP**  
First American Equipment Finance, a City National Bank Company



**Shane Cesarz, CLFP**  
The Huntington National Bank



**Andy Chon, CLFP**  
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**Mark Comtois, CLFP Associate**  
CoBank Farm Credit Leasing



**Heather Cummings, CLFP**  
Commerce Bank



**Terran Ferguson, CLFP Associate**  
Channel



**Kevin Figueroa, CLFP Associate**  
Channel



**Ian Fine, CLFP**  
U.S. Bank Equipment Finance



**Barry Gertschen, CLFP**  
U.S. Bank Equipment Finance



**Carolyn Gniffke, CLFP**  
U.S. Bank Equipment Finance



# NEW CLFPS AND ASSOCIATES

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DLL



**Cody Hastings, CLFP**  
LEAF Commercial  
Capital Inc.



**Megan Holloway, CLFP**  
The Huntington  
National Bank



**Neal Hultstrand, CLFP**  
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*The Huntington National Bank*



# NEW CLFPS AND ASSOCIATES



**Wendy Wilson, CLFP**  
*The Huntington  
National Bank*



**Bradley Winkelman, CLFP**  
*U.S. Bank Equipment  
Finance*



**Angelika Wojdat, CLFP**  
*DLL*



**Dawn Wood, CLFP**  
*Beacon Funding  
Corporation*



**Shiyue Zhong, CLFP Associate**  
*Channel*

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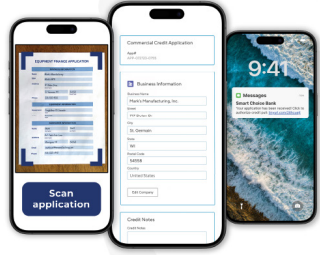
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# WHY I BECAME A CLFP

“After working in the equipment finance industry for 20 years, I felt pursuing the CLFP designation was the next step in my career journey. This designation demonstrates my passion for the industry, and studying for the Exam has really deepened my knowledge.

It’s been a rewarding experience that has made me even more excited about my work. By becoming a CLFP, I aim to contribute more effectively to my organization and the broader finance community, sharing what I’ve learned and helping others grow too.”



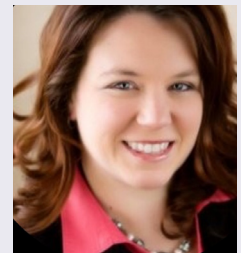
**KRISTI SCHMIDT, CLFP | CHANNEL**

“After being in the industry for just over 17 years, I thought that this was a great opportunity to continue learning and expand my knowledge of the leasing industry.”



**MEG KYLE, CLFP | DLL**

“I recently took a role as the Director of Operations for our Equipment Finance team. While I have been in the banking business for 25 years and had the experience necessary for the job, the title adds to my experience for outsiders looking in at me.”



**HEATHER CUMMINGS, CLFP | COMMERCE BANK**

“I decided to pursue the designation because I wanted to learn more about the industry at large. The work I currently do is only a sliver of what the industry covers. Knowing all sides of the process will help my perspective and apply it to our business.”



**KELLEN SCANLAN, CLFP | IMPACT NETWORKING, LLC**





## INDUSTRY NEWS

### MARK YOUR CALENDARS— CLFP DAY IS OCTOBER 8TH!

We're kicking off the celebration with a virtual call on **October 8th at 2:00 p.m. Pacific**, and all CLFPs are invited! (Official invite to follow.)

In-person gatherings are also in the works across the country. We'll send out RSVP info as soon as events are confirmed.

Interested in organizing a celebration in your area? Reach out to Mel at [mel@clfpfoundation.org](mailto:mel@clfpfoundation.org) for more info - we'd love to support and celebrate with you!

Let's make CLFP Day 2025 one to remember!



#### ELFA Kicks Off Inaugural Power of People Summit

Registration is now open for ELFA's first Power of People Summit, taking place July 21–22, 2025, in Baltimore, Maryland. This dynamic new event combines key elements of the Emergence, Equity, and Women's Leadership Forums into one powerful experience centered around the theme "Together We Thrive." Attendees will gain insights through inspiring sessions, career development opportunities, and valuable networking, all focused on empowering professionals across the equipment finance industry. Don't miss this unique opportunity—register today!

Learn more at <https://www.elfaonline.org/events-new/event-detail/the-power-of-people-summit-2025>

#### National Equipment Finance Association (NEFA) Updates & 2025 Event Lineup:

##### CONFERENCES

**October 14-16** | Fall Conference (Marriott Renaissance Hotel, The Depot | Minneapolis, MN)

##### EVENTS AND PROGRAMS

- Regional Events (6 planned w/ 4 offering educational programs)
- Virtual Programs and Webinars
- Monthly Knowledge Exchange Roundtables
- Meet the Member – Virtual Connections
- Plus much more – be sure to visit for all events and offerings: <https://www.nefassociation.org/>

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Samir H.

# INDUSTRY NEWS

## AACFB's 2025 Annual Conference | Las Vegas, Nevada

The American Association of Commercial Finance Brokers (AACFB) wrapped up its 2025 Annual Conference with a spirit of connection and community. This year's conference was held at the Paris Hotel in Las Vegas, bringing together over 300 professionals for three impactful days centered on the theme: High Stakes, High Rewards: Doubling Down on Growth and Innovation. Beyond the educational sessions and industry updates, this conference stood out for its unwavering focus on people – we gathered together with new connections, long-standing members, and focused on the relationships that form AACFB's core community.

A highlight of the conference on day two was the presentation of the 2025 President's Award, which was awarded to Steve Geller, CLFP of Leasing Solutions. Steve has been a member of the AACFB for more than 25 years, and his steady attendance, mentorship, and positivity have made him a pillar of excellence within AACFB and our industry. Known for his reliability and genuine support of others, Steve exemplifies what it means to serve not just an industry, but a community.

Leadership transitions were also a significant milestone of the week. Outgoing President Roderick Knoll, CLFP, passed the Presidential duties to Kalah Sprabeary, CLFP, and new Board Members were announced. The Association also welcomed new board members Ishmael McGhee, Troy Vosberg, CLFP, and Liz Poventud.

This fall's Commercial Financing Expo will take place September 10-12th at the AT&T Hotel and Conference Center, in Austin, Texas. More information can be found here: <https://www.aacfb.org/home>



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