



THE CLP CIRCULAR

News for Leasing Professionals

CLP Foundation
PO Box 302 • Wayne, PA 19087
(610)687-0213 • (610)687-4111 fax
www.clpfoundation.org

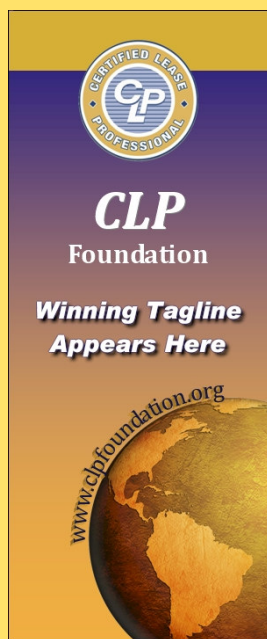
HIGHLIGHTS

- New and Improved Website Launched
- Maybe You Have Seen CLP Around?
- Press Release: 2009 CLP Recertifications

INSIDE THIS ISSUE

- CLP Spotlight: Terry Winders, CLP
- CLP Spotlight: Amy Holsapple, CLP

Tag Line Contest



Win a **FREE CLP RENEWAL**
~ and ~
FREE RECERTIFICATION FEE
by entering your suggestion for a new CLP tag line, slogan, motto or catch-phrase.
Submit your entry to info@clpfoundation.org by November 30th, 2009.

The Board of Directors will announce the winning entry on December 2nd, 2009.

Discover and Explore Your NEW Website!

Leasing and finance professionals the world over are discovering the new and improved CLP website, and so can you.

www.CLPFoundation.org

All CLP's in Good Standing may log in to get information available from the Home page or the Members page.

To obtain access to the Member's Only section, you will need to log in. The first time you visit the site, click the 'Forgot login?' link, enter your email address, and a new password will be instantly created and emailed to you. If your email address has changed since you last updated it with The Foundation, please contact Cindy Spurdle at info@clpfoundation.org with your new email address or you can call her at (610)687-0213.



Highlights Include:

- Home** Advertises the CLP Handbook which you can now buy through the CLP Paypal account, recertify & renew through Paypal too.
- Articles** If you have published an industry article, please forward the information or link so that you can be given exposure as a CLP in Good Standing.
- Tool Box** CLP now sells books through Amazon.com. You support The Foundation by purchasing anything on Amazon.com, not just industry books. So next time you need to buy a toaster, please click through our Amazon.com link.
- Events** Note how you can automatically add the "event" to your calendar in Outlook.
- International** Anyone in the world can now read your CLP web site in their preferred language thanks to the Google translator.
- Members** Please take a look at the "Logos" section. Be proud to be a CLP, and be proud to display our authorized logos.
- Share This** See a page you like? Click the "Share This" link on each page (bottom-right). You can email, Twitter, Facebook, etc.

Maybe You Have Seen CLP Around?

We are pleased to announce that the CLP Foundation just returned from exhibiting at the ELFA 48th Annual Convention in San Diego, October 18th, 19th and 20th. However, you may have visited the CLP Booth in September at NEFA's Annual Funding Symposium in Monterey. Or, perhaps you attended the Introduction to CLP Class at the NAELB Fall Conference in Atlanta. CLP is certifying leasing professionals across the nation and around the globe.



48th Annual NEFA Convention

Press Release – Announcing 2009 Recertifications

The CLP Foundation is pleased to announce that the following individuals have completed their CLP Recertification in 2009. When you are working with a CLP you are working with *The Best*.

Joseph G. Bonanno Esq., CLP
Law Offices of Joseph Bonanno

Kevin F. Clune, CLP
Clune & Company, LC

Christopher Enbom, CLP
Allegiant Partners Incorporated

Amy Holsapple, CLP
Clune & Company, LC

Doug Houlahan, CLP
Mill Investment Group, LLC

Ned Luce, CLP
Luce Consulting

Tamara McCourt, CLP
Five Point Capital, Inc.

Bernadette McDevitt, CLP
Clune & Company, LC

Jeff Mongelli, CLP
Acentec, Inc.

D. Paul Nibarger, CLP
Nibarger Associates

Reid Raykovich, CLP
Financial Pacific Leasing, LLC

David T. Schaefer, CLP
Orion First Financial, LLC

Stephen Tidland, CLP
Commerce National Bank

Victor Villegas, CLP
Premier Lease & Loan Services

Chris Walker, CLP
GreatAmerica Leasing

CLP Spotlight

An Interview with Terry Winders, CLP



My career has covered all aspects of commercial equipment leasing including, senior management, sales, sales management, operations, legal, structuring and pricing, and most important teaching. I have helped sell and reorganize many leasing operations and companies. I have done leasing audits, prior to sale or to determine operational efficiency. I have authored two books on leasing and over 300 articles. I have lectured The Federal Reserve, the FDIC, the United States Commerce Department, The World Bank, and the OCC on the rules and regulations of equipment Leasing. I have also functioned as an expert witness for leasing cases in both legal and tax court. Also I have organized and taught the Principles series of seminars for the Equipment Leasing and Finance Association (ELFA) for over thirty years. And, at one time or another taught for all of the leasing trade associations. I have also taught sales, operations, and the rules and regulations of leasing in over 75% of the top 100 leasing companies in both America and Europe. I have also been on so many boards and committees that I have lost count. I have been a CLP for over thirty years.



Terry Winders, CLP
Winders Consulting, Inc.
www.leaseeducation.com

Currently I am teaching, consulting, and engaging in my favorite hobby, building solid hard wood poker tables. I started building poker tables about ten years ago when I tried to copy an old walnut poker table that had been in the family for over seventy years but was lost to a far away relative. Then after building another one for a friend, who had a friend, who had a friend, I have completed over twenty five tables. I usually use walnut but of late I have had requests for cherry and oak. I just finished a cherry table with black felt instead of green felt with the University of Louisville logo embossed in the felt, for a real fan.

My most enjoyable client is a leasing company in Alaska that does a lot of short term leasing and is engaged in the oil and gas industry in northern Alaska. They have me up there every few months and because they are avid outdoors people I get to fish and hunt in areas that you only see in the movies. They have had me travel all over the state to visit customers and negotiate deals. Alaska is one of the most beautiful states in the union. It is a place you should all spend some time in to see what the world looked like before man spoiled it.

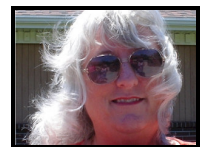
I have enjoyed the commercial equipment leasing business primarily because the changing political and economic environment has always caused changes upon changes in every aspect of the business. It has always been a vibrant business but it causes you to continue to stay active and stay on top of the changes. It also requires you to get involved and get trained to be able to stay abreast of your peers.



An Interview with Amy Holsapple, CLP

Amy currently fills the role of Senior Controller/Accountant and Clune and Co LC, but has worn other hats, including Lending and Collections. Amy is very proficient in systems software, enabling her to oversee the payment of Vendor invoices and crediting lease payment receivables. She is the primary liaison to the Auditing team and Accountant Group, providing required reports and accurate financial statements.

Amy boasts previous career experiences as a Waitress, Teacher, Lender, and Corporate Secretary of Dean Machinery. She was the only student in her class in the one room country school in Humboldt, Nebraska and earned her college degree at Concordia University in Seward, Nebraska. Her education continued with classes at Johnson County Community College, and she completed The Certified Lease Professional Course in 2005 and recently renewed her certification keeping her CLP status, which is held by only about 200 leasing professionals in the country. Amy says she uses the CLP education on a daily basis, "It is amazing how much you learn and use". Clune and Co had several employees that took the CLP courses but not the exam just to obtain more knowledge. Amy says, "CLP is a great all around course that should continue to be promoted in the leasing world."



Amy Holsapple, CLP
Clune & Co, LC
www.clune.net

With this resume, one may wonder how she had time to marry, have a family, and enjoy many hobbies. She and her husband, Ron, have two children, and one grandchild, who Amy enjoys spoiling. The Holsapple family also loves the outdoors and have seen the States, especially Kansas and Missouri, traveling by camper. While at home, her activities include gardening, reading, and community activities including Chairman of her homes association and a volunteer victim for the fire department of Overland Park. However, with one visit to Amy's office, one realizes she has not forgotten her State of origin, as she proudly displays her Nebraska Huskers memorabilia.

Q. What does your perfect day start with?

A. *My perfect day starts with breakfast at a local "greasy spoon" diner called Dagwood's with my husband. The atmosphere at Dagwood's is similar to the TV sitcom – Cheers!*

Q. If you could transport yourself anywhere instantly, where would you go and why?

A. *If I could instantly transport anywhere, it would be to outer space – travel the stars! (Yes, I am a Trekkie!)*

*Thank You for
all you do for us!*



BlueDenham Web Development
Dynamic Marketing Experiences
bluedenham.com
Trevor Denham • (877) 425-8333

Preferred Business Solutions
Advantage© Automation Software
pbs4u.com / elbtools.com
Jim Buckles • (866) 352-8665

Your Name Here

You'd be surprised at how much exposure you will receive from advertising in this monthly newsletter.

Please contact the CLP Foundation for sponsorship opportunities, or to see what else the Foundation can do for you and your business.



Phone:
(610) 687-0213

E-mail:
info@CLPFoundation.org

Website:
www.CLPFoundation.org

BANK OF THE WEST

**Proud Supporter of the
Certified Lease Professional Foundation**



The Flexible Funding Source

NEW BROKERS WELCOME!

Balance Sheet, Cash Flow, Credit Lender
Very Few Equipment Restrictions

THE AFFILIATED ADVANTAGE

Tel: 512.336.7335 www.affiliatedinvestment.com Fax: 512.336.7336

Save the Dates

Events » Conferences



NAELB West Coast Regional Meeting

Hilton Orange County / Costa Mesa
3050 Bristol Street • Costa Mesa, CA 92626
(714) 540-7000
November 6-7, 2009

NAELB 2010 Annual Conference 20th Anniversary

Omni Hotel at CNN Center
100 CNN Center • Atlanta, GA 30303
(404) 659-0000
April 15-17, 2010



NEFA Super Regional EXPO

Teaneck Marriott
100 Frank Burr Blvd • Teaneck, NJ 07666
(201) 836-0600
November 9, 2009

NEFA 2010 Sprint Summit

The Fairmont
1717 N Akard St • Dallas, TX 75201
(214) 720-2020
March 19-21, 2010

Advertising Opportunities

CLP Circular (you're reading it now)

Get Exposed to over 300 industry leaders from CLP, NAELB, NEFA, Leasing News readers and more... Run a business card size ad in the CLP Circular for only \$40 per month or \$100 for three issues. All ads are **first come first served**.

Business Card Size Ad	\$100 for 3 months or \$40 per issue
-----------------------	--------------------------------------

CLP Handbook 2010 Edition

Smart Businesses actively look for ways to do Better Business.
Better Business means working with a CLP.

Reserve your advertising space now, while there is still availability! A new edition of the CLP Handbook will be going to print soon. There is still space left to advertise your company to the "Best of the Best" in the equipment finance industry: namely, CLPs.

Inside Cover	SOLD OUT \$1150
Back Cover	SOLD OUT \$1150
Inside Pages	\$500

If received prior to December 1st

CLP Standards of Professional Conduct

- ✓ A Certified Lease Professional will always strive to conduct all business dealings in an honest, ethical, and professional manner.
- ✓ A Certified Lease Professional will respect ownership of funds delivered as advanced fees or security deposits and will treat in a fiduciary capacity all funds received in that capacity.
- ✓ A Certified Lease Professional will strive to constantly gain additional education to improve his/her professional competency and will work to promote education and integrity within the leasing industry.
- ✓ A Certified Lease Professional will never make false or misleading statements to his/her employer, customers, vendors or funding sources.
- ✓ A Certified Lease Professional will never be involved in fraudulent activities in business dealings within the equipment leasing industry.
- ✓ A Certified Lease Professional will always treat with confidentiality, as defined by law, all information regarding customers, vendors, funding sources and credit reporting agencies.
- ✓ A Certified Lease Professional will act in a leadership role in the industry and always be held to the highest standards of conduct applicable to the industry.

2009 CLP Board of Directors

All About CLPs » Board of Directors

Theresa Kabot, CLP
(President)
K2 Funding
PO Box 17382
Seattle, WA 98127
tkabot@lease-it.com

Robert Teichman, CLP
(Past President)
Teichman Financial Training
3030 Bridgeway, Suite 213
Sausalito, CA 94965
botei@aol.com

D Paul Nibarger, CLP
(Director)
Nibarger Associates
7310 Via Marie Celeste
Rancho Palos Verdes, CA 90275
nibarger@cox.net

Nancy Pistorio, CLP
(Vice-President)
Madison Capital, LLC
9D Gwynns Mill Court
Owings Mills, MD 21117
npistorio@madisoncapital.com

Joseph G Bonanno, Esq, CLP
(Director)
Law Office of Joseph Bonanno
151 Mystic Ave., Suite One
Medford, MA 02155
law@jgbesq.com

Vicki Shimkus, CLP
(Director)
BSB Leasing
625 First Street SE
Bellevue, WA 98006
vshimkus@bsbleasing.com

Robert Crivello, CLP
(Secretary)
Windsor Capital Finance, Inc.
3020 Old Ranch Pkwy, Suite 300
Seal Beach, CA 90740
rob@wincapfin.com

Kevin Clune, CLP
(Director)
Clune & Company, LC
203 Southwest Cutoff
Mission, KS 66205
kclune@clune.net

Chris Walker, CLP
(Director)
Great America Leasing
625 First Street SE
Cedar Rapids, IA 52401
cwalker@galc.com

John Rosenlund, CLP
(Treasurer)
Radiance Capital, LLC
820 A Street, Suite 560
Tacoma, WA 98402
jrosenlund@radiance-capital.com

Lawrence LaChance, CLP
(Director)
5 Bankers Capital
203 Southwest Cutoff
Northborough, MA 01532
llchance@bankers-capital.com

Rosanne Wilson, CLP
(Director)
1st Independent Leasing, Inc.
3800 SW Cedar Hills Blvd. Suite 165
Beaverton, OR 97005
rosanne@1stindependentleasing.com