



Navigating the Benefits of ELFA Membership

→ **About ELFA** – www.elfaonline.org/about

ELFA represents over 575 member companies in the \$1 trillion U.S. equipment finance sector. Members include brokers and packagers, investment banks, service providers, independent leasing & finance companies, captive finance companies, commercial banks, and diversified financial services companies.

→ **ELFA Online User ID and Password** – www.elfaonline.org/log-in

Use your ELFA login credentials to access the members-only sections of the ELFA website such as: the **ELFA Member Directory** (www.elfaonline.org/directories/member-directory), the ELFA member logo, discounted registration fees, invitations to members-only events and free publications.

→ **Advocacy** – www.elfaonline.org/Advocacy/

ELFA is the industry's principal advocate before federal and state policy makers, regulators, and standard setting bodies.

- **Federal Issues** – Tax, Financial Services, Lease Accounting, Transportation, International and Historical Documents
www.elfaonline.org/advocacy/federal-issues
- **State Issues** – Lenders License, Taxation, Data Security, Electronic Recycling, Automatic Renewal, Other Issues
www.elfaonline.org/advocacy/state-issues
- **LeasePAC** – www.elfaonline.org/advocacy/leasepacdirect

→ **Business and Professional Development** – www.elfaonline.org/Events/

ELFA provides multiple opportunities for the equipment leasing and finance community to network and learn via a variety of channels, including face-to-face conferences, workshops and web-based programs.

- **Events and Training Calendar** – www.elfaonline.org/Events/Calendar/
- **Web Seminars** – Learn from experts and interact with other participants in live sessions. View recordings of past webinars. www.elfaonline.org/webinars
- **ELFA Academy** – The academy provides multiple opportunities for online training in the essentials of equipment finance. www.elfaonline.org/Events/eLearning/
- **Conference Resource Center** – This online portal allows access to educational content from ELFA's conferences. www.elfaonline.org/events/conference-resource-center
- **Exhibiting** – ELFA provides opportunities to showcase your company's products & services to leaders in the equipment leasing and finance industry. www.elfaonline.org/events/exhibitor-opportunities
- **Sponsoring** – As a sponsor, your company is showcased to key decision-makers in all facets of the industry. ELFA will work to create a package that fits the needs of the sponsoring organization. www.elfaonline.org/events/sponsor

ELFA Knowledge Hub – www.elfaonline.org/KnowledgeHub

The Knowledge Hub is **the** source for business intelligence on the equipment finance industry. Now it's easier than ever for ELFA members to find the data and industry information you need here—in one centralized location.

- **Monthly Leasing and Finance Index (MLFI-25)** – reports on equipment finance activity such as New Business Volume, Aging of Receivables, Average Losses, Credit Approval Ratios, and Total Number of Employees. www.elfaonline.org/knowledge-hub/mlfi
- **Survey of Equipment Finance Activity (SEFA)** – is the most important source of statistical information available on the industry. The report includes lease and loan data from over 100 ELFA member companies, including data relating to respondents' volume and type of leasing business, productivity measures and residual experience. Regular members may participate and receive a free copy of the SEFA and Small Ticket SEFA. www.elfaonline.org/sefa
- **SEFA Interactive Dashboard** – View highlights from over a decade of industry benchmark data in our powerful online platform. www.elfaonline.org/interactivesefa
- **MySEFA** – This innovative tool allows SEFA participant companies to track their own operational and performance statistics and easily compare them against their peers. Respondent companies will also receive a customized and interactive MySEFA data visualization report. www.elfaonline.org/mysefa
- **Market Trends** – What's Hot/What's Not, Equipment Market Forecast, Equipment Leasing & Finance Compensation Survey, SME Compensation Survey, Business Technology Performance Index, Credit Manager and Collection Managers Survey. www.elfaonline.org/knowledge-hub/most-popular
- **Industry Information Help Desk** – a member help desk for industry information, staffed by the ELFA's research and industry services team. www.elfaonline.org/knowledge-hub/industry-information-help-desk
- **Industry Topics** – Your one-stop-shop for the latest information on hot topics in equipment finance from ELFA and the Equipment Leasing & Finance Foundation. www.elfaonline.org/industry-topics
- **State Law Compendium** – Browse this 50-state guide to compliance with selected statutes and regulations. www.elfaonline.org/knowledge-hub/state-law-compendium
- **State Tax Manual** – This guide, designed to aid leasing companies in tax compliance and planning, provides a comprehensive state-by-state analysis of sales and property taxes. www.elfaonline.org/knowledge-hub/state-tax-manual#/
- **ELFAConnect Discussion Groups** – Connect with industry peers and stay abreast of current trends on ELFA's new online, community platform. LeaseTalk, AcctngTalk, LegalTalk, TaxTalk and DataTalk. www.elfaonline.org/knowledge-hub/discussion-groups

News – www.elfaonline.org/news

- View current and past issues of the bi-monthly *EL&F Magazine* www.elfaonline.org/news/magazine
- **Newsletters** – The ELFA QuickBrief is distributed to the inboxes of equipment leasing and finance professionals every Wednesday and features compelling, industry-focused content. www.elfaonline.org/news/newsletters
- **Industry News** – Find out what's happening around the industry through the latest news from ELFA and ELFA members. www.elfaonline.org/news/industry-news
- **Equipment Finance Matters Podcast** – Brings you up close and personal with leaders in the equipment finance industry. www.elfaonline.org/podcast
- **Advertising** – ELFA can create an integrated marketing package that includes online, print, and in-person opportunities to reach the ELFA audience. www.elfaonline.org/about/advertise
- **Download the ELFA Engage Mobile App** – Stay connected with ELFA and the latest industry information. (www.elfaonline.org/app)

For iPhone/iOS download the app here: <https://apps.apple.com/us/app/elfa-engage/id1493263948>

For Android download the app here: https://play.google.com/store/apps/details?id=com.clowder.elfa&hl=en_US



Career Pathways – www.elfaonline.org/career-pathways

A comprehensive list of training, events, resources, and volunteer opportunities designed to guide you as you progress through each phase of your career.

Choose your path:

- **Accounting and Finance** – www.elfaonline.org/career-pathways/accounting-and-finance
- **Asset Management** – www.elfaonline.org/career-pathways/asset-management
- **Business Head or C-Level Executive** – www.elfaonline.org/career-pathways/business-head-or-c-level-executive
- **Credit and Collections** – www.elfaonline.org/career-pathways/credit-and-collections
- **View All Career Paths** – www.elfaonline.org/career-pathways



People Power

- **Diversity, Equity & Inclusion** – Information and tools for fostering diversity, equity and inclusion across the association and the equipment finance industry, curated by the ELFA Equity Committee. www.elfaonline.org/industry-topics/diversity-inclusion
- **Emerging Talent** – This group of up-and-coming employees from ELFA member companies works on encouraging industry professionals to get involved in ELFA early in their careers and attracting the best and brightest to the industry. www.elfaonline.org/industry-topics/emerging-talent
- **Women's Leadership** – Leadership development resources curated by the ELFA Women's Council. www.elfaonline.org/industry-topics/women's-leadership
- **Career Center** – Helps equipment leasing and finance companies locate the best-qualified candidates, while offering job seekers a venue to find jobs and share resumes with employers. www.elfaonline.org/people-power/career-center



The Equipment Leasing & Finance Foundation www.leasefoundation.org/

- The Foundation, a separate entity from ELFA, is dedicated to inspiring thoughtful innovation and contributing to the betterment of the equipment leasing and finance industry. Access the Foundation's resources through their online library. <https://store.leasefoundation.org>
- **Becoming a Foundation Donor** – The Foundation is funded entirely through donations from many generous corporations and individuals. To learn more about becoming a donor, please visit the Foundation's Giving Page <https://www.leasefoundation.org/giving/online/>



Helpful Links on the ELFA Website

ELFA Staff Directory

www.elfaonline.org/about/staff-contact-info

ELFA Membership FAQ's

www.elfaonline.org/membership/faq

Create an ELFA Individual Profile

<https://cvdata.elfaonline.org/cvweb/cgi-bin/memberdl.dll/OpenPage?WRP=UserSearch.htm>

Update your ELFA Individual Profile

www.elfaonline.org/log-in

Need Assistance Logging Into Your ELFA Account?

Contact membership@elfaonline.org