

Credit and Collections Management Conference & Exhibition

June 1-3, 2008 • Hyatt Regency Philadelphia • Philadelphia, Pennsylvania

Who Should Attend?

Senior vice presidents and vice presidents of credit, credit managers, credit analysts, documentation specialists, collection managers and service providers to the industry.

Become an Exhibitor at the 2008 Credit & Collections Management Conference and Exhibition!

For information on how your company can exhibit at this conference, please go to: www.elfaonline.org/pub/events/exhibOpps/CC/

Have an Exhibitor question? Contact Royann Holland at (202) 238-3423, or email rholland@elfaonline.org

Get Maximum Exposure for Your Company...Become a Sponsor!

For more details on sponsorship opportunities, please refer to the *Registration and General Information* section of the brochure.

List of Exhibitors:

Advance Recovery Systems, Inc.
Bankruptcy & Litigation Technology, Inc.
Caine & Weiner
DIVDAT
Nassau Asset Management
PayNet
PredictiveMetrics, Inc.
RTR Services, Inc.
Steven L. Higgs P.C.
Third Pillar Systems

Schedule of Events

Sunday, June 1

9:00 am

ELFA Golf Tournament at Ramblewood Country Club

The bus will depart hotel's lobby at 7:30 am

(See *Registration and General Information* section of the brochure for more golf tournament details)

Golf Hole Sponsors:

Aronsohn, Weiner & Salerno

Bickerstaff, Heath, Delgado, Acosta, LLP

Cohn & Dussi, LLC

Cooper, White & Cooper LLP

Lamm Rubenstone LLC

Quiktrak, Inc.

RTR Services

1:30 pm

Conference Registration

Executive Briefcase Sponsored by:



Hotel Keycards Sponsored by:



3:30 - 4:30 pm

Concurrent Sessions

• Hot Legal Topics in Today's Economy

Everything a collection department needs to know about

the law in today's economy. An open discussion with lawyers and leasing industry experts to answer all your questions including getting equipment back, venue provisions, bankruptcy preferences, D&A issues with vendors, forbearance agreements, fraud and forgery, pre-judgement remedies, bankruptcy and other issues.

Presenters:

PETER CALIFANO

Partner
Cooper, White & Cooper LLP

DAN HEALD

Partner
Hemar, Rousso & Heald, LLP

DAVID JUESCHKE

NPA/ Workout Specialist
Irwin Commercial Finance

STEVEN S. JANDRON

Recovery/Legal Manager
LEAF Funding, Inc.

HOWARD TOLAND

Partner
Haley, Sinagra, Paul & Toland, P.A.

• Compliance

Session will address the similarities and differences in dealing with compliance issues in a bank, independent and captive environment. Hot topics include: Basel, Operational Risk, and Sarbanes-Oxley; how to navigate

the road map using internal and external policies and guidelines.

Presenters:

JULIE FELLOWS-MASON
Senior Vice President Portfolio Management
and Chief Compliance Officer
Key National Finance

ANDREA TURNER
Corporate Manager, International Controls & Operational Risk Management
De Lage Landen Financial Services

4:30 – 5:00 pm

Newcomer Reception

Pre-registration required
Sponsored by:



5:00 – 7:00 pm

Hosted Reception

Exhibits Open

7:00 pm

Networking Event, City at Night Driving Tour

Pre-registration and additional fee required

(See *Registration and General Information* section of the brochure for more details)

Monday, June 2

7:00 – 8:30 am

Women in Leasing Breakfast *Pre-registration required*

You're speaking, but is anyone listening?

How some women unknowingly weaken their professional presence when communicating

Sponsored by:



Learn how to overcome the 10 most common communication habits women have that can undermine their professional presence in business settings.



Guest Speaker:

CARMIE MCCOOK
President
Carmie McCook & Associates

7:00 – 8:30 am

Continental Breakfast

Exhibits Open

Sponsored by:



8:30 – 8:45 am

Welcome Remarks

Presenter:

PEG MALONEY
SVP, Credit Operations
Key Equipment Finance

8:45 – 9:15 am

State of the Equipment Leasing and Finance Industry

Presenter:

WILLIAM VERHELLE
Chairman, Equipment Leasing and Finance Association
Chief Executive Officer
First American Equipment Finance

9:15 - 9:45 am

Risk & Reward: The State of Risk Management

Presenter:

KEVIN BLAKELY
President & CEO
The Risk Management Association

9:45 - 10:45 am

Challenges facing Risk Management Today

A panel of Chief Risk Officers will discuss the current challenges facing the equipment financing industry. The economy, the sub prime market, global challenges and other current topics impacting risk and portfolio quality will be discussed in a round table format. Panelists will also discuss methodologies used to manage risk within their organizations.

Moderators:

PEG MALONEY
SVP, Credit Operations
Key Equipment Finance

TOM WARE

Senior Vice President
PayNet, Inc.

Panelists:

GREGORY R. BURKE
Director, Global Vendor Risk Management
De Lage Landen Financial Services

RANDY J. ERNST

VP, Collections
US Bank Equipment Finance

ANDREW G. MESCHES

EVP, Risk Management
Key Equipment Finance

ANDREW RUPPRECHT

Executive Vice President
Wells Fargo Equipment Finance

10:45 am – 11:00 am

Break

11:00 am – 12:00 pm

Concurrent Sessions

• Collection Tools

Economic volatility, sub-prime wows and credit crunch is upon us! An expert panel of collection professionals will share personal, as well as industry experience, in mitigating pockets of risk, and discuss best practices in collection tools for collection managers and financial institutions. This is a must-attend session for all risk officers, collection representatives and portfolio managers.

Panelists:

MARY WYNN

AVP, Collections
Hitachi Capital America Corp.

GERRY WESTON

Portfolio Services Manager
Pinnacle Business Finance, Inc.

SALVATORE DISTEFANO

SVP, Portfolio Management
De Lage Landen Financial Services

• Credit Tools/Scoring – small ticket through middle market

Economic instability requires that scorecards are tested and examined to ensure expected results. This session, presented by leading scorecard developers, will provide insight into advances in scoring solutions. Discussion will focus on managing your origination scorecards in the current economic environment, and the power of behavioral scorecards to prioritize collection efforts and manage delinquency.

Moderator:

JOE NACHBIN

Principal
The Alta Group

Presenters:

MICHAEL BANASIAK

President
PredictiveMetrics, Inc.

TOM WARE

Senior Vice President
PayNet, Inc.

CORDELL WISE

Market Manager
Fair, Isaac and Co., Inc.

12:00 – 1:15 pm

Hosted Luncheon: Yo, Rocky!

More than 30 years have passed since Sylvester Stallone ran up the steps of the Philadelphia Museum of Art in the Academy Award-winning movie, Rocky. Yet every day, the masses still come and run up these steps, and celebrate like Rocky at the top. Our guest speaker will share the stories and photos of many of the people he met during his year at the “Rocky Steps,” and tell his own amusing anecdotes about the hurdles he had to overcome in writing the book – like getting to Sylvester Stallone!

Guest Speaker:

MICHAEL VITEZ

Author & Pulitzer Prize-winning journalist
The Philadelphia Inquirer

1:15 – 2:00 pm

What's Hot, What's Not in Equipment Leasing for 2008

Moderator:

PAUL Z. BROWN

Director
Wachovia Equipment Finance

Presenter:

CARL C. CHRAPPA

President
Independent Equipment Finance Company

2:00 – 2:15 pm

Equipment Roundtable Overview & Panel Discussion

Asset realization in a changing economy

2:15 – 2:45 pm

Equipment Roundtables

• Construction

Moderator:

DAVID WEST

SVP/Group Credit Manager
Orix Financial Services, Inc.

• Healthcare

Moderators:

JIM ALEK

Chief Risk Officer, Healthcare
De Lage Landen Financial Services

TIM MALLOY

VP, Healthcare
De Lage Landen Financial Services

• Corporate Aircraft

Moderator:

KEVIN PRYKULL

SVP & Credit Executive
PNC Equipment Finance, LLC



• Rolling Stock (trucks/trailers)

Moderator:

PAUL Z. BROWN

Director
Wachovia Equipment Finance

• Information Technology

Moderator:

JOHN AZZOPARDI

Chief Financial Officer
TIP Capital

• Office

Moderator:

ERIC MCGRIFF

Chief Risk Officer
US Express Leasing

2:45 – 3:00 pm

Break

3:00 – 4:00 pm

Concurrent Sessions

• Collections Benchmarking

Review the most current results of ELFA's Collections Effectiveness Benchmarking Questionnaire. Attendees will participate in an interactive polling of the survey's major components, discuss and compare results, and learn how current organizational structure and strategies maybe changing due to changing economic conditions.

Electronic Polling Device Sponsored by:



Presenters:

MARY WYNN

AVP, Collections
Hitachi Capital America Corp.

RANDY J. ERNST

VP, Collections
US Bank Equipment Finance

BILL CHOI

Director, Information & Research
Equipment Leasing and Finance Association

• Prudent Underwriting—Averting the Crisis

Session will address the justifications for underwriting practices, upcoming changes in underwriting practices, and its' relationship with risk management using lesson's learned.

Moderator:

JOE NACHBIN

Principal
The Alta Group

Presenters:

GERRY WESTON

Portfolio Services Manager
Pinnacle Business Finance, Inc.

RENNEE WAUN

AVP, Portfolio Services
Financial Pacific Leasing, LLC

4:00 – 5:00 pm

• Recovery Options—Who To Use for What and When

Session will address the lessors' options when a lease goes into default: utilizing a collection agency, an attorney and/or selling the defaulted leases. The panelists will provide insight into when to work defaulted leases internally, and when and where to utilize outside vendors.

Panelists:

ROBERT I. BOEHM

Principal/Manager
TBF FINANCIAL, LLC

LEWIS J. COHN, ESQ.

Partner
Cohn & Dussi, LLC

JOHN G. ROSENLUND

BRADLEY E. SCHAFFER

VP, Client Services
Caine & Weiner Company, Inc.

• Buy/Selling Performing Portfolios

Session will explore the mechanics of the process, functional areas involved and the roles they play; the reasons to buy and sell; seeking potential partners and other important considerations.

Moderator:

ANDREW G. MESCHES

EVP - Chief Risk Officer
Key National Finance

Presenter:

PETE J. GEORGELAS

SVP, Director of Capital Markets
Key Equipment Finance

• Modern Collection and Bankruptcy Issues

This session is an audience participation focuses presentation designed to provide a general overview and clarify the fundamentals of the Bankruptcy Code while highlighting some revisions and strategies for adapting to the modern credit environment. This session will feature a comparison of Chapter 7, 11 and 13 of the Code, basic creditor's rights in bankruptcy, a review of the new form for bankruptcy proof of claims and electronic filing. There will be a focus upon the terminology involved, along with insights and recommendations from key industry personnel and distinguished lawyers.

Presenters:

PETER CALIFANO

Partner
Cooper, White & Cooper LLP

DAN HEALD

Partner
Hemar, Rousso & Heald, LLP

STEVEN S. JANDRON

Recovery/Legal Manager
LEAF Funding, Inc.

DAVID JUESCHKE

NPA/ Workout Specialist
Irwin Commercial Finance

HOWARD TOLAND

Partner
Haley, Sinagra, Paul & Toland, P.A.

5:00 – 7:00 pm

Hosted Reception

Exhibits Open

7:00 pm

Dining and Entertainment on Your Own

Tuesday, June 3

7:30 – 8:30 am

Continental Breakfast

Exhibits Open

Sponsored by:



8:30 – 9:30 am

Economic Update: Fasten Your Seatbelts, It's Going to be a Bumpy Year!

- The Fed cut interest rates to fight the economic slowdown in 2007; how soon will they start to tighten?
- Can the US continue to depend on foreign sources for capital? Will the slowdown in capital inflows slow capital spending?
- How long can we continue to run a huge trade deficit?
- Will closing the deficit cut growth in the rest of the world?
- When will the housing market start to recover?
- How much will financing problems spill over into commercial construction?



Economist:

DAVID WYSS

Chief Economist
Standard & Poor's

9:30 – 9:45 am

Break

9:45 – 10:45 am

Human Capital Issues

Presenters:

NANCY R. TIPPETT

National Dealer Financial Services Manager
TOYOTA FINANCIAL SERVICES

GERRY WESTON

Portfolio Services Manager
Pinnacle Business Finance, Inc.

MARY WYNN

AVP, Collections
Hitachi Capital America Corp.

10:45 – 11:45 am

Concurrent Sessions

• **Effectively Risk Rating a Portfolio**

How does your individual relationship, risk analysis stack up against your peers or others in the industry? How much reserve is enough? When is it too much? This session will describe various risk rating methodologies, how reserve requirements are managed, and how our changing environments are affecting these processes.

Presenters:

RANDY J. ERNST

VP, Collections
US Bank Equipment Finance

KEVIN PRYKULL

SVP & Credit Executive
PNC Equipment Finance, LLC

• **Forecasting**

Presenters:

TOM WARE

Senior Vice President
PayNet, Inc.

OTHER PRESENTER TO BE ANNOUNCED

11:30 am

Conference Adjourns



2008 Credit & Collections Management Planning Committee

JOHN AZZOPARDI

Chief Financial Officer
TIP CAPITAL

ROBERT I. BOEHM

Principal/Manager
TBF FINANCIAL, LLC

PAUL Z. BROWN

Director
WACHOVIA EQUIPMENT FINANCE

PETER C. CALIFANO, ESQ.

Partner
COOPER, WHITE & COOPER LLP

SALVATORE DISTEFANO, Chair-Elect

SVP, Portfolio Management
DE LAGE LANDEN FINANCIAL SERVICES

RANDY J. ERNST

VP, Credit
US BANCORP EQUIPMENT FINANCE, INC.

DANIEL A. HEALD

Partner
HEMAR, ROUSSO & HEALD, LLP

HOWARD KROLLFEIFER, JR. CLP

EVP
D&H ENTERPRISES, INC.

PEG MALONEY, Committee Chair

SVP, Credit Operations
KEY EQUIPMENT FINANCE

ANDREW G. MESCHES

EVP, Chief Risk Officer
KEY EQUIPMENT FINANCE

JOE M. NACHBIN

Principal
THE ALTA GROUP

KEVIN P. PRYKULL

Senior Vice President & Credit Executive
PNC EQUIPMENT FINANCE

BRADLEY E. SCHAFER

VP, Client Services
CAINE & WEINER COMPANY, INC.

NANCY R. TIPPETT

National Dealer Financial Services Manager
TOYOTA FINANCIAL SERVICES

HOWARD S. TOLAND

Attorney
HALEY, SINAGRA, PAUL & TOLAND, P.A.

THOMAS E. WARE

SVP
PAYNET, INC.

DAVID WEST

SVP/Group Credit Manager
ORIX FINANCIAL SERVICES, INC.

GERALD S. WESTON, CLP

Portfolio Services Manager
PINNACLE CAPITAL, LLC

MARY WYNN

Assistant Vice President, Collections
HITIACH CAPITAL AMERICA CORP.



Registration and General Information

Please register as far in advance as possible. Register by **Monday, May 19, 2008** to ensure that your name appears on the list of attendees. Please note: you may also register for this conference via the Internet at ELFA Online – <http://www.elfaonline.org>

Registration Fees

ELFA Member (1st Person):	\$995
Each additional ELFA Member representative:	\$895
Nonmembers:	\$1,990
Spouse/Companion Fee:	\$200
C&C Committee Member or Speaker Fee (attending entire conference):	\$498
Speaker Fee (if attending day of presentation/one day only):	waived
Golf Tournament:	\$100
Networking Event, City at Night Driving Tour:	\$10

Non-Members: Please read carefully.

Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Speaker/Committee Registration Fee and Fee Policy

All speakers and Credit & Collections Management planning committee members must complete and return the registration form. Speakers attending the entire conference pay half the registration fee (in this case \$498). The fee is waived for speakers who are attending only on the day of their presentation. Credit & Collections Management planning committee members, regardless of length of stay at the conference, pay half the registration fee (\$498). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Racquel Codling at (202) 238-3414 or rcodling@elfaonline.org

Spouse/Companion Fee

A spouse/companion attending any portion of the conference or social functions must be registered and must pay the spouse/companion fee (\$200). Please mark the appropriate box on the registration form. If your spouse/companion is employed in the equipment leasing and finance industry and wishes to attend any portion of the conference, the full attendee (ELFA member) registration fee is due.

Mail-In-Address – Please Review Carefully

- 1) For check or credit card payments, mail to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733.
- 2) If you are using express mail to register for this conference, please mail to: ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.

Register On-Line

Visit ELFA Online at www.elfaonline.org for information about this and other educational programs. Go to the Events & Training section for details on the agenda, speakers, location and registration information. You can register directly on-line via American Express, MasterCard, Discover, Diners Club or VISA on our secure server. You will receive a confirmation from the website.

Register By Fax

You may also fax your completed registration form to ELFA at (202) 478-0980. Please be sure to include the appropriate credit card information. An email confirmation will be sent to you.

Cancellations & Substitutions

Cancellation Policy

- Full Registration Fee Refunded: Cancellations must be received no later than **Monday, May 12, 2008**.
- Refund minus \$100: **Between Tuesday, May 13, 2008 and Friday, May 16, 2008**, a \$100 service fee will be applied to your cancellation request.
- No refund: No refunds of registration fees will be given for cancellations received on or after **Monday, May 19, 2008**.

Please Note: Cancellations by telephone will be accepted, but must be followed up with a letter that includes the name of the ELFA staff member who accepted the cancellation. This letter may be:

- a. mailed to Morinia Scott at ELFA Headquarters: 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.
- b. faxed to (202) 478-0980, Attn: Morinia Scott, or
- c. emailed to Morinia Scott at mscott@elfaonline.org

Substitutions

Substitutions for the entire program may be made at any time including on-site registration.

Photographs Taken at the Conference – Please Note the Following: Photographs of speakers and attendees may be taken at this conference. These may appear in ELFA publications or on the ELFA website. By registering for this conference, you authorize ELFA the right to use any photographs taken of you during the course of the Credit & Collections Management Conference and Exhibition.

Membership Information

If you are interested in joining ELFA, please call ELFA Member Services at (202) 238-3418, or check the appropriate box on the registration form.

Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Royann Holland at rholland@elfaonline.org or (202) 238-3423 if you are interested in sponsoring any of the conference events. Below is a list of the remaining sponsorship opportunities at the ELFA Credit & Collections Management Conference and Exhibition:

Keynote Speaker	\$5,000
<u>Networking Events</u>	
Golf Tournament	\$350 per hole
Reception (Sun & Mon)	\$7,500 each
Luncheon	\$5,000

Sponsorship Benefits

- Recognition (your logo) in all promotional materials and the final program
- Recognition (your logo) on the ELFA website with a link to your website
- Recognition onsite at the Opening General Session
- Signage at the Conference
- Pre/Post roster in Excel Format
- Sponsor ribbon
- Right of “first refusal” for the same event/item the following year (good for one year)
- Company description and contact information included in onsite attendee packets
- Recognition as a sponsor in ELT
- Event Sponsorships of \$5,000 or more receive 2 complimentary passes to the event they sponsor
- Event sponsorships of \$10,000 or more receive 1 complimentary conference registration

Remember to contact Royann Holland at rholland@elfaonline.org or (202) 238-3423 if you are interested in sponsoring any of the conference events.

Inquiries

If you have a question about this conference not related to registration, please call ELFA Professional Development at (202) 238-3400.

Email for registration inquiries:

mscott@elfaonline.org
(Note: no registrations can be made by telephone)

Email for conference brochure:

jfianko@elfaonline.org

Registration and General Information *continued*

Hotel Information

A block of rooms is being held for attendees of the 2008 Credit & Collections Management Conference and Exhibition at the Hyatt Regency Philadelphia, 201 S. Christopher Columbus Blvd., Philadelphia, PA 19106. A special conference rate of \$219 + 14% tax single/double occupancy is offered to attendees. Please call the hotel directly at **(215) 928-1234 or (800) 233-1234** before **May 2, 2008** to ensure the group rate. Be sure to tell the reservations clerk you are attending the ELFA Credit & Collections Management Conference and Exhibition in order to get the group rate. Reservations made after the May 2 cutoff date are based on availability and may be at a higher rate.

Getting There

The Hyatt Regency Philadelphia is 10 miles from the Philadelphia International Airport – taxi \$25, Lady Liberty shuttle service is \$8. Amtrak Train Station is 4 miles from hotel – taxi \$10.

For further information about this hotel, check out their website:
<http://www.pennslanding.hyatt.com/hyatt/hotels/index.jsp>

Networking Event, City at Night Driving Tour

A limited number of spaces have been reserved for conference attendees to attend the City at Night Driving Tour on Sunday, June 1 at 7:00-9:00 pm, for an additional fee of \$10. The bus departs the Hyatt Regency Philadelphia Hotel at 7:15 pm. Attendees will enjoy the city at night, starting with the lights that make the Benjamin Franklin Parkway come alive. The parkway, modeled after the Champs Elysees in Paris, is lined with many magnificent buildings. Ride along the Avenue of the Arts where many theaters are located, continue to Antique Row on Pine Street and the historic area including Society Hill. Complete the evening with a stroll through the Historic area as your guide brings the history of the buildings to life.

Golf Tournament

A limited number of spaces have been reserved for conference attendees at the Ramblewood Country Club on Sunday, June 1, 2008 beginning at 9:00 am (shot-gun start). The bus will depart the Hyatt Regency Philadelphia at 7:30 am (200 Country Club Parkway, Mount Laurel, New Jersey 08054). If you are interested in playing in the golf tournament, please check the appropriate box on the registration form and include your \$100 tournament fee (includes greens fee, box lunch, beverages, transportation and golf cart). Note: No refunds for golf cancellations will be made after May 19, 2008. To put together or join a foursome, visit the online registration page at www.elfaonline.org/pub/events/2008/CCM/golf-pairings.cfm

For more information about Ramblewood Country Club, please visit their website: www.ramblewoodcc.com/

Get Credit Toward Your Certified Lease Professional (CLP) Designation

Attendees who possess the Certified Lease Professional (CLP) designation are required to maintain that designation in a variety of ways, including teaching and attending leasing and finance-related events. If you have your CLP and wish to get credit for attending or teaching at this conference, please contact Cindy Spurdle at 610-687-0213 or cindy@clpfoundation.org. If you wish to learn more about the CLP, please contact Cindy Spurdle at the phone or email listed here.

CLE Credits

ELFA is a recognized sponsor of continuing legal education with many State Bar Associations. The ELFA Legal Forum qualifies for CLEs, and attendees will be able to receive credit towards their legal education requirements. ELFA might be registered with your State Bar Association as a sponsor of continuing legal education credit. Please check the Approved States link to verify if the CLE earned is approved with your state bar association:
www.elfaonline.org/pub/events/CEC/cle.cfm

If you have questions regarding ELFA's sponsorship of CLE, please contact your State Bar Association. If you need additional information, please contact Janet Fianko at jfianko@elfaonline.org or (202) 238-3420.

Attire

Business casual is appropriate for this meeting.

Conference Registration Form

Please complete and return this registration form and mail with payment to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733. If you are registering using Express Mail, send completed conference registration form and check to ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.

Please note: you may also register for this conference via the Internet at ELFA Online at www.elfaonline.org

Registration Fees:

ELFA Member (1st Person):	\$995
Each additional ELFA Member representative:	\$895
Nonmembers:	\$1,990
Spouse/Companion Fee:	\$200
C&C Committee Member or Speaker Fee (attending entire conference):	\$498
Speaker Fee (if attending day of presentation/one day only):	waived
Golf Tournament:	\$100
Networking Event, City at Night Driving Tour:	\$10

See speaker/committee registration and policy under "Registration and General Information" for fee clarification.

Non-Members: Please read carefully.

Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Please use one form per registrant: copy form for additional registrations. To ensure your name appears on the list of attendees ELFA must receive your registration form and payment no later than Monday, May 19, 2008.

NAME _____

NICKNAME FOR BADGE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ FAX _____

E-MAIL ADDRESS _____

Spouse/Companion Option

Yes, I would like to bring a Spouse/Companion for an additional fee of \$200.

Spouse Name: _____

Spouse Nickname for Badge: _____

Networking Events:

Golf Tournament

I will be participating in the ELFA Golf Tournament on Sunday, June 1, 2008 beginning at 9:00 am (shotgun start) at Ramblewood Country Club. I am enclosing \$100 with my registration fee for this purpose. No refunds for golf cancellations will be made after May 19, 2008. To put together or join a foursome, visit the online registration page at www.elfaonline.org/pub/events/2008/CCM/golf-pairings.cfm

Networking Event, City at Night Driving Tour

Yes, I will be attending the City at Night Driving Tour on Sunday, June 1 at 7:00-9:00 pm, for an additional fee of \$10. The bus departs the hotel at 7:15 pm.

Women in Leasing Breakfast

Yes, I will be attending the Women in Leasing Breakfast on Monday, June 2, scheduled 7:00 – 8:30 am.

Newcomer Reception

Yes, I will be attending the Newcomer Reception on Sunday, June 1, scheduled 4:30 – 5:00 pm.

Please contact me:

- Yes, I'm interested in serving on the Credit & Collections Management Committee.
- Yes, I'm interested in becoming a sponsor at this conference.
- Yes, I would like information about my company becoming a member of ELFA.

Please note the following:

By registering for this conference you authorize ELFA the right to use any photographs taken of you during the course of the Credit & Collections Management Conference and Exhibition. Photographs may be used in promotional materials or stories that appear in professional publications.

Credit Card Reservations:

FAX this form to (202) 478-0980 Attn: Meetings Dept.

VISA Mastercard Amex Discover Diners Club

Total Amount to be charged \$ _____

Card Number _____ Exp. Date _____

Name on card (PLEASE PRINT) _____

Signature _____

Help Us Understand What You Want From Your Association!

To ensure that ELFA focuses its efforts and resources on what you do, please complete the following two sections. *Note:* Registration for this conference cannot be completed without this information.

Section I.

I am primarily involved in the following market (*choose one*)

- Small Ticket** – Transactions under \$250,000 either individually or through lines
- Middle Market** – Transactions between \$250,000 and \$5 million either individually or through lines
- Financial Institutions** – Financial services companies (commercial banks, investment banks, multi-line finance companies) engaged in middle market and large ticket sectors
- Captive & Vendor Program** – Vendor and manufacturer support activities either as a third party or captive organization
- Service Provider** – All Associate members of ELFA. Primarily involved in providing legal, accounting, software and systems support, as well as other specialized professional services

Section II.

My Primary Job Function and Areas of Interest (*Choose no more than three*)

- | | |
|----------------------------------------------------|-----------------------------------------------------|
| <input type="checkbox"/> Accounting (AC) | <input type="checkbox"/> Legal (LG) |
| <input type="checkbox"/> Administrative (AD) | <input type="checkbox"/> Marketing (MK) |
| <input type="checkbox"/> Appraisals (AP) | <input type="checkbox"/> Mergers & Acquisition (MA) |
| <input type="checkbox"/> Asset Manager (AM) | <input type="checkbox"/> MIS (IT) |
| <input type="checkbox"/> Broker (BR) | <input type="checkbox"/> Municipal (MU) |
| <input type="checkbox"/> Business Development (BD) | <input type="checkbox"/> Operations (OP) |
| <input type="checkbox"/> Collections (CO) | <input type="checkbox"/> PR/Communications (PR) |
| <input type="checkbox"/> Corporate Executive (CE) | <input type="checkbox"/> Recruiter (RC) |
| <input type="checkbox"/> Consultant (CT) | <input type="checkbox"/> Research (RE) |
| <input type="checkbox"/> Controller (CN) | <input type="checkbox"/> Sales (SA) |
| <input type="checkbox"/> Credit (CR) | <input type="checkbox"/> Syndications (SN) |
| <input type="checkbox"/> Documentation (DM) | <input type="checkbox"/> Tax (TX) |
| <input type="checkbox"/> Equip. Mngmt. (EM) | <input type="checkbox"/> Training (TG) |
| <input type="checkbox"/> Human Resources (HR) | <input type="checkbox"/> Treasurer (TR) |
| <input type="checkbox"/> Insurance (IN) | |

Confirmations will be forwarded after registrations are received and processed.

For Office Use Only Account #4110-0304000

Date _____ Approval Code _____ Amount _____