

A close-up photograph of a hand moving a dark wooden chess king piece on a chessboard. The board is partially visible with other pieces in the background, some in focus and some blurred. The lighting is soft, highlighting the texture of the wood and the skin of the hand.

## Every Move Counts

### **The 2008 Schedule of Conferences, Workshops and E-Learning Opportunities**

Inside are brief summaries of business & professional development opportunities planned for ELFA members. For complete details on content, presenters, hotel and registration information, please visit the ELFA website, <http://www.elfaonline.org/pub/events/>, or watch for additional information in *ELT*, ELFA's monthly magazine or Enews Daily, ELFA's electronic newsletter.

# Business Development Opportunities

February 10-12

## Equipment Management Conference and Exhibition

**The Doral  
Miami, Florida**

Focusing on the issues concerning asset managers, equipment appraisers and remarketers for nearly 20 years, this conference and exhibition is a “must attend” for anyone involved in equipment management remarketing or appraisal. The conference includes multiple sessions that evaluate the current market conditions, portfolio quality and residual values for a variety of equipment segments. Agenda includes live, on-site inspections on specialty vehicles, along with off-site equipment tours at actual worksite locations. In addition, everyone you need to talk to is under one roof at the world-class conference and exhibition.



### Who Should Attend

Equipment management professionals, including senior managers and their staff, and service providers to the industry.

For information on how your company can exhibit at this conference, contact Royann Holland at [rholland@elfaonline.org](mailto:rholland@elfaonline.org)

March 11

## 7th Annual ELFA/IMN Investors Conference on Equipment Finance

**Marriott Marquis Times Square  
New York, New York**

Now in its seventh consecutive year, the Investors Conference on Equipment Finance is set to attract increasing attention from analysts, bankers and institutional investors reflective of the rapid expansion of the sector. Last year's program was the largest yet, with twenty-three corporate sponsors, and 350 delegates. Among the participants were 90 equipment finance executives and more than 50 ABS buyers who came to network and learn more about the latest trends in this key sector of commercial finance. Agenda topics include: funding update—current trends in the marketplace; securitization update—recent regulatory, accounting and servicing developments; equity investment opportunities in equipment finance; funding through private capital; industrial loan companies as funding mechanisms; funding through cp conduits and warehouse lines in light of a difficult credit environment; the role of the servicer and trustee: minimizing investor concerns; specialty finance firms speak out: capitalization strategies. Great opportunity to meet the key players in the capital markets.

For more information on the 7th Annual ELFA/IMN Investors Conference on Equipment Finance, go here: [www.imn.org](http://www.imn.org)

### Who Should Attend

CEO/CFO/finance directors of equipment finance companies, investors and providers of private capital (private equity and hedge funds), rating agencies, investment bankers, credit enhancers, financial advisors, lawyers, trustees, technology service providers

March 16-18

## Financial Institutions Conference

Hyatt Regency Grand Cypress  
Orlando, Florida

This conference is designed to address the current issues affecting financial services companies, including national and regional banks, who provide financing to large, capital intensive users of equipment. Topics addressed in 2008 include: market updates on corporate aircraft, trucking, marine, construction, wind & solar energy, rail and oil and gas; managing the credit risk in your portfolio through structured credit products; affect of pending financial accounting changes on financing equipment; regulatory and legislative issues affecting this sector.

### Who Should Attend

Senior and middle level corporate executives responsible for managing a leasing subsidiary of a national or regional bank; sales managers and leasing account managers from these institutions; transaction-oriented people who provide financing to large, capital-intensive users of equipment, either in the form of large, single-investor leases or leveraged leases; debt and equity sources; advisors; project finance specialists; attorneys and accountants.



April 7-8

## Industry Leadership Forum

Renaissance Mayflower Hotel  
Washington, DC

Now in its 20th year, the, the Industry Leadership Forum (formerly known as the Executive Roundtable) has been a key informational and networking event for industry leaders. The new name reflects a greater focus on business issues. While the agenda has been shortened, the substance has not: this meeting is still the forum where presidents and other senior executives from ELFA-member companies can network with one another and learn from leading business strategists about market trends, competition and differentiation, leadership development, capital markets, branding and customer loyalty, the legislative, regulatory and accounting landscape, and other issues. Speakers for 2008 include management strategist, Ram Charan.

### Who Should Attend

Only senior executives from ELFA member companies may attend this meeting. Executives must hold the position of President, CEO, be part of the senior leadership team, and/or manage a substantial division within the company.

“I thought that this was one of the best ELFA conferences I’ve ever attended. The sessions were all relevant, informative and appropriate in length. I strongly recommend that other industry leaders from equipment leasing and finance companies attend this event.”

Evan Bokor  
Chief Operations Officer  
Somerset Capital Group, Ltd.

April 7-8

## Executive Development Institute

**Hotel Palomar  
Washington DC**

The Executive Development Institute (formerly known as the Future Leasing Leaders Institute) creates an environment for the next generation of leaders to collaborate with other talented young professionals on the critical issues that impact growth, profitability and competitive strategy of their companies. Working in small groups, participants apply planning, decision-making and problem-solving skills through case analysis and application exercises to situations they might encounter in their own jobs. They return to their companies better equipped to participate in key strategic initiatives their companies are facing. The program is designed to provide multiple opportunities to develop professional relationships that encourage knowledge and resource sharing and peer mentoring.

*“I was really impressed by the industry leaders ELFA chose to lead and participate in this program. I can honestly say that I received a high degree of value from each and every one of them. The practicum was very valuable, and the issues learned could be applied to my job.”*

Adam Fay  
Vice President  
First American Equipment Finance

### Who Should Attend

Equipment leasing and finance professionals with careers marked by considerable achievement. Attendees must currently hold a management position within an ELFA member company, or should be on an executive career path. Space is limited, so early registration is strongly encouraged.

April 16-17

## National Funding Exhibition

**Fairmont Hotel  
Chicago, IL**

Now in its 20th year, the ELFA National Funding Exhibition is the largest gathering of funding sources serving the leasing industry. This widely-respected and highly-popular forum provides the optimum atmosphere for funding sources and leasing companies to discuss funding programs and options. Confidentiality and access to key players are the main trademarks of this meeting.

If you are interested in becoming a Funding Source Exhibitor contact Sally Maloney at [smaloney@elfaonline.org](mailto:smaloney@elfaonline.org)

### Who Should Attend

Leasing and finance company executives responsible for funding the company and its transactions. This event is for anyone interested in establishing and maintaining relationships with funding sources.



May 4-6

## Legal Forum

**Westin Michigan Avenue  
Chicago, Illinois**

The premier event for attorneys serving the equipment leasing and finance industry provides an analysis of current legal issues facing the business community in this sector. The Legal Forum offers a basic legal review for attorneys new to leasing, improves the professionalism of attorneys involved in leasing matters, and creates an environment that encourages networking with peers. The Forum stresses practical solutions and strategies for addressing the practice of law as it affects the equipment leasing and finance community.

*“I have gained a wealth of knowledge and experienced great networking opportunities by attending the Legal Forums and I will continue to attend each and every year.”*

David Miele  
SVP & Counsel  
RBS Asset Finance, Inc.

### Who Should Attend

Internal and external counsel, as well as entry and senior level attorneys, will benefit from this forum.

May 7-9

## AGLF/ELFA Public Sector Finance Forum

**Westin Indianapolis  
Indianapolis, Indiana**

The Association of Governmental Leasing and Finance (AGLF) has joined forces with the ELFA to create a unique conference for equipment leasing and finance professionals who do business in the public sector. The agenda is designed to help these individuals understand trends in the municipal leasing marketplace, and explore

opportunities with public sector equipment leasing transactions. The conference program includes sessions addressing issues on analyzing credits, conduit financing, pros and cons of entering the municipal leasing market, fraud and trends in the municipal leasing sector, and an overview of regulatory issues and legal updates. Attendees will have ample networking opportunities while gaining new insights into this unique marketplace.

To be sure to receive the conference agenda and registration information, please contact Heather Ludwick at [hludwick@talley.com](mailto:hludwick@talley.com) or (856) 423-7222 Ext. 223.

### Who Should Attend

From experienced municipal lessors to those seeking insight into the municipal leasing market. Business executives, document management specialists, syndicators, rating agencies, municipal bond insurers, investment bankers, government officials, manufacturers, vendors, third party lessors, attorneys, credit and sales personnel, and for individuals interested in pursuing a new business development opportunity.

May 13-14

## Capitol Connections

**Westin Embassy Row  
Washington, DC**

This annual event, which is a component of the ELFA Grassroots Program, is designed to present a united voice for public policy impacting the equipment leasing and finance industry. The program offers unmatched opportunities to develop and maintain relationships with elected officials and key regulators at select federal agencies, bringing important industry issues to the forefront. ELFA member participation in the political process is critical if policymakers are to understand the nature, scope and public policy issues affecting the equipment finance sector. The conference includes a networking reception, detailed briefings on the latest public policy issues, and meetings with legislators and Administration officials. There is no registration fee for ELFA members to attend this conference.

To find out more about participating in ELFA's grassroots program, contact Kelli Nienaber at [knienaber@elfaonline.org](mailto:knienaber@elfaonline.org)

*“The experience left me convinced of the absolute necessity of the ELFA's lobbying efforts. Getting a better understanding of the political process is crucial. This was time well spent on behalf of our industry.”*

Aylin Cankardes  
President/Founder  
Rockwell Financial Group

#### Who Should Attend

Presidents, CEOs and senior staff of member companies, including those whose job responsibilities include federal government liaison activities.

May 21-23

## Operations & Technology Conference and Exhibition

**Westin Michigan Avenue  
Chicago, Illinois**

This conference provides direction and support for member companies using technology to improve business processes, enhance customer satisfaction and increase operational effectiveness. Program highlights include sessions on project selection and building a business case; operational process mapping; application development methodologies; survival tips for the accidental project manager; exploring data interchange standards; trends observed in existing and emerging technologies including which will have the biggest impact in the industry; and two introductory workshops on equipment leasing & finance, and process mapping. In addition to

these program highlights, the conference features the Operations & Technology Excellence Award winners. This prize is given to equipment leasing and finance companies that have demonstrated best practices in developing and implementing innovative uses of technology or creative business processes to improve operations, enhance customer interactions, enter new markets and build overall ROI.

To find out more about how your company might qualify for this prestigious award, contact Racquel Codling at [rcodling@elfaonline.org](mailto:rcodling@elfaonline.org)

*“I liked how the best practice presentations had a similar content format and flowed with the major themes that were woven throughout the conference. It was good to hear what companies are doing rather than what software they implemented.”*

Deborah Reuben  
AVP, Online Business Development  
TCF Equipment Finance, Inc.

#### Who Should Attend

Executive management, directors of operations and administration, department managers for credit, collections, information technology, documentation, accounting, re-marketing and equipment management, as well as representatives of companies providing systems support.

For information on how your company can exhibit at this conference, contact Royann Holland at [rholland@elfaonline.org](mailto:rholland@elfaonline.org)

June 1-3

## Credit & Collections Management Conference and Exhibition

**Hyatt Regency Philadelphia  
Philadelphia, Pennsylvania**

This conference and Exhibition addresses the concerns, emerging issues and productivity enhancement tools impacting credit and collections professionals. The 2008 conference includes sessions on challenges facing risk management and compliance officers, industry best practices in credit scoring and collection tools, effectively risk rating a portfolio, portfolio management strategies, human capital issues, current market conditions for a variety of equipment segments, utilizing prudent underwriting practices for fraud prevention, bankruptcy update and much more.

### 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.

For information on how your company can exhibit at this conference, contact Royann Holland at [rholland@elfaonline.org](mailto:rholland@elfaonline.org)



June 9-11

## Tax Professionals Roundtable

**Hyatt Harborside  
Boston, Massachusetts**

This is the only forum focused exclusively on federal and state compliance and planning issues of concern to the equipment leasing and finance industry, with topics ranging from recent developments to internal best practices. The program's comprehensive agenda includes sales and property tax, state and federal income tax, international developments and more. This year, the Roundtable will include introductory sessions on sales tax, income tax & property tax.

*“I came back with an idea worth more than \$125,000 per year. With results like that, I'll be back!”*

Keith Kinser  
State Income & Franchise Tax Manager  
Caterpillar Financial Services Corporation

### Who Should Attend

Attendees should have a minimum of three years tax-related experience and hold a position in tax, planning, research, business unit support or any other position responsible for corporate tax functions. Professionals new to the leasing tax arena, and who are ready to learn about and take on the challenges of this exciting and quickly changing discipline, are also encouraged to attend. Only current members of the Equipment Leasing & Finance Association (ELFA) and companies' eligible for ELFA membership may register for this meeting. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you may not attend this conference.

September 15-17

## Lease Accountants Conference

**Loews Vanderbilt Hotel  
Nashville, Tennessee**

The largest annual gathering of lease accountants and those responsible for financial reporting. This conference keeps attendees current on developments involving rule-making activities of the Financial Accounting Standards Board, international accounting standard-setters, state and federal tax authorities and other regulatory bodies. The agenda includes multiple sessions ranging from basic lease accounting for the newly-hired accountant to discussions of complex and emerging accounting issues and their impact on business practices. A FASB board member participates in the program each year.

### Who Should Attend

Chief financial officers, accountants, controllers, and others responsible for financial reporting activity.



October 12-14

## 47th Annual Convention

**Hilton New Orleans Riverside  
New Orleans, Louisiana**

The 47th ELFA Annual Convention is the leasing industry's premier event, drawing over 1,000 leasing professionals. The Convention offers unmatched networking opportunities and professionally delivered educational sessions. All sessions are selected from proposals submitted by ELFA members.

If you have an idea for a session and would like to submit a proposal for consideration by the Convention Review Committee, please contact Lesley Sterling at [lsterling@elfaonline.org](mailto:lsterling@elfaonline.org)

*“Very well organized and professionally run with an exciting buzz this year. I came away satisfied that I was able to meet with everyone I had planned to meet, and with an upbeat attitude about the industry.”*

Dennis T. Roesslein  
First Vice President, Lease Banking  
MB Financial Bank

### Who Should Attend

Presidents, senior executive staff, marketing directors, managing directors of business units, sales and department directors will all find their experience at the annual convention rewarding.

For information on how your company can exhibit at this conference, contact Royann Holland at [rholland@elfaonline.org](mailto:rholland@elfaonline.org)

# Professional Development Opportunities



## 2008

## ESSENTIAL LEASING AND FINANCE WORKSHOPS

### The Cornerstone of an Equipment Leasing & Finance Career

#### Principles of Leasing & Finance Workshop

The Principles of Leasing and Finance workshop has been educating newly-hired personnel in the essentials of the business for more than two decades. This workshop is designed to teach the fundamentals of personal (tangible) property “business-to-business” commercial equipment leasing and finance for entry-level personnel and/or individuals with business experience who do not have a complete overview of the industry. Subjects address the “why” as much as the “how” to provide participants with a good foundation of how the leasing and finance business works, and where individual responsibilities fit into the workflow. Subjects addressed include: example of a typical lease vs. a standard loan; industry terminology; transaction lifecycle; rules and regulations; types of lease and finance transactions; types of equipment lease and finance institutions; legal structure of the customer; types of lease programs; law and documentation; lease accounting; benefits of leasing; fraud prevention and detection.

#### Who Should Attend

Newly-hired staff; new ELFA members; back office staff; sales personnel; marketing personnel; outside providers; lessees; vendors; manufacturers.

#### Principles of Leasing and Finance Workshop dates:

March 3-5	Boston, MA
April 14-16	Denver, CO
May 5-7	Chicago, IL
June 9-11	Baltimore, MD
July 14-16	Dallas, TX
September 8-10	Philadelphia, PA
October 20-22	St. Louis, MO
November 17-19	Pittsburgh, PA

#### Advanced Leasing & Finance Workshop

The Advanced Leasing and Finance Workshop is designed to continue the learning begun during the Principles of Leasing and Finance Workshop. The course is for mid-level personnel who desire a greater understanding of how different phases of the business affect leasing and financing. The advanced workshop will cover some of the same topics as the Principles of Leasing and Finance workshop, but at a more comprehensive level and with greater emphasis on lease structuring, lease documentation, current accounting and asset management issues.

#### Who Should Attend

Sales staff; sales managers; operations; outside/inside legal counsel; middle managers; credit managers; documentation specialists.

#### Advanced Leasing and Finance Workshop dates:

March 10-12	Lombard, IL
June 2-4	Philadelphia, PA

“The workshop and the materials provided were great, and the instructors were extremely knowledgeable.”

Nicole D'Amour  
Lease Account Representative  
CNH Capital, Inc.

# Online Education Opportunities

The ELFA Academy brings professional development to your fingertips! Our online courses and web seminars are cost effective and time-saving alternatives to getting the information and training you need . . . without the added expense and lost time out of the office.

## E-Learning

The ELFA Academy's e-learning courses are interactive and engaging and just what you need to fit high-level learning into your busy schedule. Learn at your own pace and in any location. Train and retain capable, competent, knowledgeable lease and finance professionals.

### *The Only Place for Leasing-Specific Credit Training*

The ELFA Academy is the **ONLY** place to get leasing-specific credit training! Learn how to assess the historical financial risk of a business as you make your way through **Financial Statement Analysis**. As an added bonus, you'll have access to the online Library, containing more than two dozen reference volumes, information about the fundamentals of equipment leasing and finance, and a leasing credit policy manual.

Engage in interactive simulations of actual credit analysis scenarios, gather information, make virtual client visits, screen leases for policy exceptions, assess the risk of payment default and loss, structure credit facilities and then price them to determine if profitability is sufficient to warrant a "go" decision as you walk through **Should You Do the Deal? Case Studies in Equipment Leasing and Finance**. *Note: A great addition to your company's existing credit training program.*

## Fundamentals of Equipment Leasing and Finance

Designed to get you started in the equipment leasing and finance industry. Discover why equipment financing is good business; learn about the tax laws, legal issues, and accounting practices and regulations that govern the industry; examine the various ways to structure a transaction and maximize

customer satisfaction; and follow the lifecycle of a transaction, from origination to termination. Interactive and engaging, this course is a **MUST** for those new to the industry. Expected delivery date: first quarter 2008.

## Web Seminars

The ELFA Academy offers 60-90 minute web seminars that provide information on current issues impacting job and company performance, basic business fundamentals, standards and practices, and policy formation. To make accessing this information even easier, we also offer online streaming archives and CDs for purchase via the ELFA Academy website.

The 2008 web seminar schedule conveniently includes sessions on: Things You Need to Know to Finance Energy Equipment; Building Lines of Credit in the Middle Market; the Propensity to Finance/Equipment Finance Market Study; Risk Management; the BRIC Economic Promise; Innovative and Cost Effective Ways to Attract, Grow and Retain Talent – with many more to be scheduled!

For more information about the ELFA Academy courses or for questions about web seminars, visit the Academy's Virtual Campus at [www.elfaonline.org/pub/events/elearning/](http://www.elfaonline.org/pub/events/elearning/) or contact ELFA e-Learning Manager Alexa Domeck at [adomeck@elfaonline.org](mailto:adomeck@elfaonline.org) or (202) 238-3416.

## Would You Like to Teach or Conduct a Web Seminar?

If yes, we're looking for you! The ELFA membership routinely contacts ELFA Business and Professional Development staff inquiring about instructors on specific leasing and finance issues.

If you like to teach and want to help others become more proficient in their jobs, contact Lesley Sterling at (202) 238-3435 or [lsterling@elfaonline.org](mailto:lsterling@elfaonline.org)



**ELFA**  
**Academy**  
*Your Virtual Campus*

# Marketing Opportunities

ELFA offers a number of marketing opportunities including Exhibits and Sponsorships to put you in touch with a network of industry representatives who are valuable prospects. For more details of each marketing program, go here: [www.elfaonline.org/pub/about/sponsor/AMMPO\\_08.pdf](http://www.elfaonline.org/pub/about/sponsor/AMMPO_08.pdf)

## Exhibits

Don't miss opportunities to showcase your company's products & services to key decision makers and influencers in the equipment leasing and finance industry. ELFA's conferences are tailored to unique audiences within the industry, and so are our exhibit opportunities. Whatever your target audience, you're certain to get the most for your investment. If you would like information on exhibiting at ELFA conferences, go to the ELFA website [www.elfaonline.org/pub/events/exhibOpps/](http://www.elfaonline.org/pub/events/exhibOpps/) or contact Royann Holland at [rholland@elfaonline.org](mailto:rholland@elfaonline.org)

## Sponsorships

ELFA offers a conference sponsorship program as an additional opportunity for industry providers to network with industry executives. As a sponsor, your company is showcased to decision-makers in all facets of the equipment leasing and finance industry. For more information about the ELFA conference sponsorship program, contact Sally Maloney at [smaloney@elfaonline.org](mailto:smaloney@elfaonline.org)

# Continuing Education Credits

## Certified Leasing Professional (CLP) Designation

Attendees who possess the Certified Leasing 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 an ELFA conference or web seminar, please contact Janet Fianko at (202) 238-3420 or [jfianko@elfaonline.org](mailto:jfianko@elfaonline.org). If you wish to learn more about the CLP, please contact Cindy Spurdle at (610) 687-0213 or [cindy@clpfoundation.org](mailto:cindy@clpfoundation.org)

## Continuing Professional Education (CPE) Credit

ELFA is a recognized sponsor of continuing professional education with many State Boards of Accountancy, the National Association of State Boards of Accountancy and many State Bar Associations. ELFA's conferences qualify for CPEs, and attendees will be able to receive credit towards their licensing requirements. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. For a complete list of approved accredited courses and credit hours, go to [www.elfaonline.org/events/cpe.cfm](http://www.elfaonline.org/events/cpe.cfm)

## Continuing Legal Education (CLE)

ELFA is a recognized sponsor of continuing legal education with many State Bar Associations. There are several ELFA conferences that qualify for CLEs, and attendees will be able to receive credit towards their legal education requirements. For a complete list of approved states and credit hours, go to [www.elfaonline.org/events/cle.cfm](http://www.elfaonline.org/events/cle.cfm)

If you have questions regarding ELFA's sponsorship of CPE or CLE, please contact Janet Fianko at [jfianko@elfaonline.org](mailto:jfianko@elfaonline.org)

# ELFA 2008 Calendar of Events

## FEBRUARY

10-12

### Equipment Management Conference and Exhibition

The Doral  
Miami, Florida

## MARCH

3-5

### Principles of Leasing and Finance Workshop

Hyatt Harborside  
Boston, Massachusetts

10-12

### Advanced Leasing and Finance Workshop

Embassy Suites  
Oakbrook, Illinois

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### 7th Annual ELFA/IMN Investors Conference on Equipment Finance

Marriott Marquis Times Square  
New York, New York

16-18

### Financial Institutions Conference

Hyatt Regency Grand Cypress  
Orlando, Florida

## APRIL

7-8

### Industry Leadership Forum

Renaissance Mayflower Hotel  
Washington, DC

7-8

### Executive Development Institute

Hotel Palomar  
Washington DC

14-16

### Principles of Leasing and Finance Workshop

Four Points Hotel  
Denver, Colorado

16-17

### National Funding Exhibition

Fairmont Hotel  
Chicago, Illinois

## MAY

4-6

### Legal Forum

Westin Michigan Avenue  
Chicago, Illinois

5-7

### Principles of Leasing and Finance Workshop

Millennium Knickerbocker Hotel  
Chicago, Illinois

7-9

### AGLF/ELFA Public Sector Finance Forum

Westin Indianapolis  
Indianapolis, Indiana

13-14

### Capitol Connections

Westin Embassy Row  
Washington, DC

21-23

### Operations & Technology Conference and Exhibition

Westin Michigan Avenue  
Chicago, Illinois

## JUNE

1-3

### Credit & Collections Management Conference and Exhibition

Hyatt Regency Philadelphia  
Philadelphia, Pennsylvania

2-4

### Advanced Leasing and Finance Workshop

Sheraton Philadelphia City Center Hotel  
Philadelphia, Pennsylvania

9-11

### Tax Professionals Roundtable

Hyatt Harborside  
Boston, Massachusetts

9-11

### Principles of Leasing and Finance Workshop

Marriott Baltimore Inner Harbor  
Baltimore, Maryland

## JULY

14-16

### Principles of Leasing and Finance Workshop

Westin City Center  
Dallas, Texas

## SEPTEMBER

8-10

### Principles of Leasing and Finance Workshop

Sheraton Philadelphia City Center Hotel  
Philadelphia, Pennsylvania

15-17

### Lease Accountants Conference

Loews Vanderbilt Hotel  
Nashville, Tennessee

## OCTOBER

12-14

### 47th Annual Convention

Hilton New Orleans Riverside  
New Orleans, Louisiana

20-22

### Principles of Leasing and Finance Workshop

Hyatt Regency St. Louis  
St. Louis, Missouri

## NOVEMBER

17-19

### Principles of Leasing and Finance Workshop

Sheraton Station Square  
Pittsburgh, Pennsylvania

Don't Forget! Always Check the ELFA Website! For complete details on all ELFA Conferences, Workshops and E-Learning Opportunities, visit [www.elfaonline.org/events](http://www.elfaonline.org/events) You mail also contact ELFA headquarters at (202) 238-3400.

# ELFA

EQUIPMENT LEASING AND FINANCE ASSOCIATION

1825 K Street NW  
Suite 900  
Washington, DC 20006

P 202.238-3400  
F 202.238-3401  
[www.elfaonline.org](http://www.elfaonline.org)