ELFA’s NEW Fundamentals of Equipment Leasing and Finance Online Course!
Welcome to the new *(and improved!)*
Fundamentals of Equipment Leasing and Finance course—
the only course of its kind for the equipment finance industry!

**Audience**
This course is designed for those who are new to the equip-
ment finance industry, or as a refresher for those with more 
experience. **Learning Prerequisites:** None

**Course Length**
The length of this course varies by learner, but should take 
approximately 90 minutes to complete.

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**Micro Lessons**
This course is divided into 7 micro-lessons (8-10 minutes each), allowing learners to review the vital information every person new to the industry should know. Badges are earned for completing each micro lesson. Once the micro lessons have been completed, learners can try their hand at running their own equipment finance company in the only game of its kind – **Be the Boss!**

**Micro Lesson 1**
**Introduction to Equipment Leasing and Finance**
In the Introduction to Equipment Leasing and Finance, 
you’ll discover the history of leasing, the size of the indus-
try, the types of equipment leased/financed, reasons for 
financing, and a comparison of leases versus loans.

**Micro Lesson 2**
**Origination Phase of the Transaction Lifecycle**
Walk through the steps involved in the initial assessment 
of the customer’s need. You’ll learn the 4 Key Questions 
- the Purpose, People, Paperwork and Policies as you step 
through Sales, Credit, Pricing, and Documentation.

**Micro Lesson 3**
**Administration and Termination Phases of the Transaction Lifecycle**
This micro lesson covers the Administration and Termina-
tion phases of the transaction lifecycle. You’ll discover the 
4 Key Questions - Purpose, People, Paperwork and Policies 
- for each step in the Administration and Termination 
phases.

**Micro Lesson 4**
**Leasing Law**
In this micro lesson, you’ll examine transactions from the 
legal perspective. You’ll learn:
- Who owns the equipment and why is that important?
- What are: the Uniform Commercial Code (UCC), Article 
  2A and Article 9?
- Is it a true lease or a secured loan?
- What is a UCC-1 financing statement?
- What is nominal consideration?
- What is “hell or high water”?

**Micro Lesson 5**
**Lease Accounting and Taxes**
In this micro lesson, you will learn about the standard 
accounting practices, as well as basic federal tax rules and 
regulations of the equipment leasing and finance industry. 
Topics include:
- Standard accounting practices (current and future) and 
  how they impact lease accounting
- Background on the Financial Accounting Standards 
  Board (FASB) and International Accounting Standards 
  Board (IASB)
- Overview of Topic 840 (FAS13) and Topic 842 - treat-
  ment of capital versus operating leases
- Review of Federal Tax rules and regulations 
  o Revenue Ruling 55-540
  o Revenue Procedure 2001-28
  o Leveraged leases
  o True leases

**Micro Lesson 6**
**Types of Finance**
In this micro lesson, you’ll review the various types of 
equipment leases, loans, and structured finance agree-
ments you can offer your customers to best fit their 
business needs.

**Micro Lesson 7**
**Successful Solutions**
Successful Solutions covers the ways you can customize a 
transaction to meet your customer’s needs. By the end of 
this micro lesson, you’ll be familiar with sources of equip-
ment finance company profit and some of the creative and 
flexible financing options available to your customers.
Be the Boss of Your Own Equipment Finance Company!
Once you have completed the Micro Lessons, it’s time to take what you’ve learned and “be the boss” at Strategic Equipment Leasing and Finance, Inc. (S.E.L.F). Navigate through customer interactions, identify the departments and individuals that should be involved in each step, and earn badges and upgrades as you go! From closing the sale to fielding customer requests and reviewing end-of-lease options, you will experience it all and receive guided feedback to reinforce learning.

PRICING
Individual Pricing
ELFA Members - $500/license
Non-Members - $775/license

Bulk Pricing
Bulk pricing is available for purchases of 11 or more licenses. Contact Alexa Carnibella at acarnibella@elfaonline.org for more information.