

eSigning and eLeasing: What Do You Want To Know?



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Today's web seminar is being recorded.

All questions should be submitted via the Questions Panel.



The screenshot displays the GoToWebinar interface. At the top, there is a menu with 'File', 'View', and 'Help'. Below this is the 'Audio' section, which includes a 'Sound Check' indicator and two radio buttons: 'Computer audio' (selected) and 'Phone call'. A 'MUTED' status is shown with a microphone icon. Below the muted status are dropdown menus for 'Transmit (Plantronics Savi 7xx-M)' and 'Receive (Plantronics Savi 7xx-M)'. A volume bar is visible. The 'Talking: Liz Davis' section is also present. The 'Questions' panel is highlighted with a red border and contains a text input field with the placeholder '[Enter a question for staff]' and a 'Send' button. At the bottom of the interface, the text 'Webinar Housekeeping' and 'Webinar ID: 608-865-371' is displayed, along with the GoToWebinar logo.

Our Panelist



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E-Signature

e-Signature refers to many things but conceptually it refers to:

How documents are electronically:

- Signed
- Stored
- Managed

Electronic Documents Are Enforceable

- Uniform Electronic Transactions Act (UETA)
- Electronic Signatures in Global and National Commerce Act (E-SIGN)
 - an “electronic sound, symbol, or process attached to or logically associated with a record and executed or adopted by a person with the intent to sign the record.”
UETA & 2(8); ESIGN & 106.
 - Absence of an ink signature does not make the agreement unenforceable
 - Applies to UCC Articles 2 and 2A
 - UCC 9-203(b)(3) separately enables electronic signatures
- Consider
 - Commercial & Consumer Transactions
 - State law/regulatory environment
 - Notarized Documents

Enforceability

Electronic documents are open to the same challenges and risks as paper contracts:

- **Was the document signed?**
- **Who signed the document?**
- **Which document was signed?**

Adoption

Why would you adopt
an e-Signature program?

Adoption

Benefits:

- Efficiency
- Customer Convenience
- It's the Future

Adoption

The proper development and implementation of an e-Signature program will:

- have advantages over the traditional ink or “wet” signatures which are often overlooked; and
- reduce the risk of forgery and fraud.

Your Questions Formed Today's Agenda

1 eSignature

- What is an eSignature?
 - Understanding electronic chattel paper
 - Enforcement
-

2 eVaulting

- Electronic chattel paper and eVault
 - Audit trails
 - Management
 - Cost
 - Paper documents and eVault
-

3 Secondary Markets

- Securitization and syndication of eSigned documents
 - Acceptance of electronic chattel paper by capital markets
-

4 RON

- Online notarization of documents such as power of attorney, DMV documents, real estate
 - Emergence, visibility and enforceability of eNotary
 - Notary options via eSignature
-

5 Q&A



Wrap up

- This web seminar has been recorded and will be available, along with the slides, on the ELFA website later this week.
- Please complete the post-event survey – it will be sent to you shortly after today's web seminar.

Thank you to our sponsor!



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