



EQUIPMENT Leasing & Finance ELFA

THE MAGAZINE FOR INDUSTRY EXECUTIVES

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October 2017



COVER STORY

Not Your Grandparent's Captive

Economic, technological and regulatory trends are reinventing captive equipment finance firms.

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FROM THE PUBLISHER

Positioning Your Company for Success

ELFA President & CEO Ralph Petta previews this special ELFA Annual Convention edition of the magazine.

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SPECIAL INSERT

Convention Highlights

See what's in store at the ELFA Annual Convention, Oct. 22-24 in Orlando.

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FEATURES

8 Tech Tips For Creating "Customer Awesome"

Lessons learned from ELFA's Operations & Technology Excellence Award Program

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SAVE THE DATE: 2018 ELFA EVENTS

Feb. 25-27
Equipment Management
Conference, St.
Petersburg, FL

March 11-13
Executive Roundtable,
Miami

March 20
IMN/ELFA Investors
Conference, New York,
NY

April 10-12
National Funding
Conference, Chicago

Growing the Next Generation of Leaders

See what ELFA has for the emerging talent at your organization

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COLUMNS

Executive Perspective

Annual Convention keynote speaker John Ellis on thriving in a future of unknowns

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Leasing Law

Fair finance: Boiled by boilerplate, by Stephen T. Whelan

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Financial Watch

The new allowance for loan and lease losses accounting standard, by Charlie Shannon, Kyle Elken and Vincent Tesoriero

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Federal Insight

ELFA responds to CFPB request for information, by Andy Fishburn

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Around the States

ELFA participates in NCSL Legislative Summit, by Scott Riehl

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DEPARTMENTS

ELFA News

A roundup of association events, resources and member news

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Events

Scenes from the Operations & Technology and Lease & Finance Accountants Conferences

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Business Council Updates

Network with your business sector in Orlando

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Industry Fact File

Third quarter off to a strong start

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April 10

Roundtables: Bank, Independent and Captive and Vendor Finance, Chicago

April 10

Emerging Talent Networking, Chicago

April 23-24

Women's Leadership Forum, DC

May 6-8

Legal Forum, DC

May 16-17

Capitol Connections, DC

June 4-6

Credit and Collections Conference, New Orleans

June 19-20

Tax Best Practices Roundtable, Minneapolis

July 18-19

EMERGENCE2018, DC

July 18

Emerging Talent Networking, DC

Sept. 17-19

Operations & Technology Conference, Philadelphia

Sept. 17-19 Lease and

Finance Accountants Conference, Philadelphia

Sept. 17 Emerging Talent

Networking, Philadelphia

Oct. 14 -16

Foundation News

Building the future of the industry

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