



Professional Development

National Association of Equipment Leasing Brokers
2016 Annual Conference – Las Vegas, NV

You can't build a reputation
on what you're going to do.

Henry Ford

Definition

“Professional development” refers to the skills and knowledge an individual gains to optimize their personal development and career growth.

This includes learning opportunities, such as attending conferences and training sessions.

This development is an extensive and collaborative process; upon completion, an evaluation of progress is performed.

This is Your Career, not Your Job.
Always be Learning; Always be
Growing ...



NOW is the 'springtime' to nurture
and shape your future

How will you grow?

What are your goals for your business?

Methods

Case Studies:

Sales Training – client requesting 12 month term

Credit Autopsy – deal defaulted, red flags missed

Funding Success - requesting insurance
certificate prior to documents being signed

Communities of Practice:

Coaching – deal of the week

Mentoring – visiting clients/vendors in tandem

Reflective Supervision:

Technical Assistance – how to use t-value

Networking – attending trade-shows

Nothing worthwhile in Life is easy
– so get ready to jump thru a few
hoops...



Attaining Designations #1

✓ **Best Practices Broker (BPB) – NAELB certification and designation**

Agree to abide by a Code of Ethics

Ethics Exam: 20 multiple choice and 5 essay

Pre-requisites:

Member for minimum of two (2) years and
currently in good standing

Approved by the NAELB Board of Directors

\$100 Application fee but Examination is Free

Attaining Designations #2

✓ **Certified Lease & Finance Professional (CLFP) - CLFP Foundation certification and designation**

Agree to abide by CLFP Standards of Professional Conduct

CLFP Examination: 4-part, 8-hour, multiple choice, true/false and essay test – 75% is required to pass

Pre-requisites:

Applicant has minimum of three (3) years of equipment and financing experience; or

Can obtain an Associate Designation, if they have a minimum of two (2) years verifiable equipment finance experience

\$695.00 Examination Fee

Congratulations – You are about to thread the needle and start your journey...

