



COMMERCIAL BREAK

A Quarterly Publication of the
American Association of Commercial Finance Brokers

Celebrating 35 Years

Solid Foundations - Future Focused

A large, stylized graphic for the 35th anniversary. The number "35" is rendered in a very large, white, sans-serif font with a blue drop shadow. To the right of the "5" is the word "TH" in a smaller, white, sans-serif font. Below the "35" is the word "ANNIVERSARY" in a white, sans-serif font, slanted upwards from left to right. The entire graphic is set against a background of glowing blue and cyan light trails that curve across the page.

35TH
ANNIVERSARY

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PRESIDENT'S MESSAGE



Spring is a season of renewal—a time when fresh ideas take root and momentum begins to build. It's a fitting moment for AACFB as we look ahead with a spirit of innovation while also honoring the legacy that has brought us to where we are today.

This year is especially meaningful as we celebrate the 35th anniversary of the NAELB/AACFB's incorporation in 1991. For more than three decades, our association has evolved alongside the commercial finance industry—adapting to change, embracing new technologies, and continually finding better ways to serve our members. Innovation has always been at the heart of AACFB, from the early days of brokers and funders coming together to

together to address fraud, to today's focus on data-driven decision-making, digital platforms, and expanded financing solutions.

As we look forward, that spirit of innovation remains critical. The pace of change in our industry continues to accelerate, and AACFB is committed to equipping our members with the tools, education, and connections needed to stay ahead. Through our conferences, webinars, and training programs, we are focused on delivering forward-thinking content that helps you grow, diversify, and compete in an increasingly dynamic marketplace.

At the same time, this season also calls us to pause and reflect. In February, we lost a respected leader and friend with the passing of past AACFB President, Roderick Knoll. Roderick's contributions to this association and to the industry were significant, and his leadership helped shape AACFB into the organization it is today. He was deeply committed to professionalism, integrity, and the success of others—values that continue to guide us. We are grateful for his service and the lasting impact he leaves behind.

As we celebrate our 35th anniversary throughout 2026, we do so with a deep appreciation for those who built this community and a clear focus on the opportunities ahead. By honoring our past and embracing innovation, we ensure that AACFB remains a strong and relevant resource for generations to come. Thank you for being part of this journey and for your continued commitment to excellence.

Sincerely,

Kalah Sprabeary, CLFP
AACFB President

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2026 AACFB Annual Conference
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35TH ANNIVERSARY

The Power of Partnerships
 WHERE MAGIC MEETS MOMENTUM

REGISTER NOW

The 2026 AACFB Annual Conference, taking place May 5–7, 2026, at the Hilton Orlando Lake Buena Vista at Disney Springs, is set to be one of the most impactful events on the commercial finance industry calendar in 2026.

For decades, the American Association of Commercial Finance Brokers (AACFB), formerly NAELB, has hosted its Annual Conference as the hallmark gathering for brokers, funding sources, and industry partners. In 2026, attendees can once again expect a dynamic blend of high-value education, meaningful networking opportunities, and engaging social experiences designed to foster professional growth and strengthen industry relationships.

The year 2026 marks the 35th anniversary of the Association’s incorporation in 1991, and we invite the entire commercial finance community to join us in celebrating this important milestone in Orlando.

We are also thrilled to welcome Alyson Van Hooser as our keynote speaker. A dynamic and inspiring leader, Alyson will challenge attendees to level up, sharpen their leadership skills, and achieve greater results in both their businesses and careers.

In addition to energizing educational sessions and a robust exhibit hall, attendees will have the opportunity to participate in several optional events, including the Women in Finance Luncheon at Planet Hollywood and the Annual Golf Tournament at the stunning Shingle Creek Golf Course, rounding out a conference experience that blends learning, connection, and celebration!



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2026 AACFB Annual Conference
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 MAY 5-7, 2026 | ORLANDO, FLORIDA

The Power of Partnerships
 WHERE MAGIC MEETS MOMENTUM

35TH ANNIVERSARY

PICKLEBALL SOCIAL

Join us for an unforgettable evening of fun, networking, and giving back at our Pickleball Social on May 6th at Crush Yard Orlando!

Hosted by the AACFB in partnership with Equipment Finance Cares, this special event brings the finance community together for a great cause with proceeds benefiting Cancer Support Community in memory of AACFB Past President, Roderick Knoll.

Whether you're a seasoned player or have never picked up a paddle, this event is designed for everyone. Engage in rotating pickleball play or just sit back and relax while enjoying great company, food, drinks, and live music from country artist, Billy Brown, all while making a meaningful impact.

What to expect:

- Open play pickleball (no experience needed!)
- Heavy appetizers and drinks
- Live entertainment
- Networking with industry peers
- A fun, high-energy atmosphere for a meaningful cause

Tickets: **\$85 per person**

Schedule:

- 5:30 PM Arrival -
- 6:00 PM Court Time Begins -
- 9:00 PM Conclusion

Come for the competition, stay for the connections, and leave knowing you've helped support individuals and families impacted by cancer.

Reserve your spot today and help us rally for a cause!

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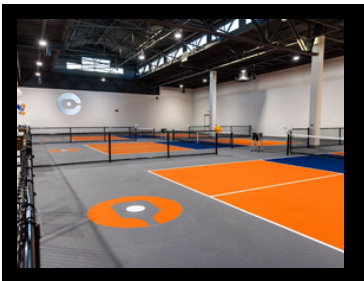
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SALES CORNER



WHAT IT REALLY TAKES TO BE SUCCESSFUL IN SALES

By John Chapin

This article could be and probably should be the shortest article I've ever written. The reason is, once you've been in sales for a year or more, you know what success takes, the only question is, are you going to do what needs to be done or are you going to try to do the bare minimum to get by, or just as bad, look for the short cut to success, the magic bullet to avoid the hard work?

Have you ever noticed that the most successful salespeople are always the most successful salespeople? The exception would be if someone is doing something unethical and it eventually catches up with them, but the true, top people are always at the top. And, in fact, they'd be at any company in any industry because what leads to sales success at one company is what leads to sales success at all companies. Winning, like losing, is a habit. There's a momentum behind it and that momentum is caused by one primary thing: the winners keep doing the things they need to do in order to win, and the unsuccessful people keep avoiding the things they know they should do that would make them win. The winners set their most important activities as priorities and get them done no matter what, while the unsuccessful salespeople get distracted from and avoid the most important activities.

It reminds me of a story I once heard from the owner of a real estate company. She went to the annual State Realtor Convention and made note of the people who were there from her company. Afterwards she went back to the office and pulled the last 12 months income numbers for those agents. Guess what she found? Exactly. The numbers of those agents were significantly higher than the agents who didn't attend. In fact, on average they were more than ten times higher.

That reminded me of another story I heard from a real estate manager from the local office of a major real estate company. He said that during a recent major blizzard, when there was a state of emergency, everything was shut down, and everyone was at stuck at home, his top agents were making phone calls to prospects because they knew they had a captive audience, while at the same time the rest of his agents were posting pictures on Facebook of the cookies they were baking. Uh, huh. And do you know what he would have found if he compared the sales numbers of the two groups? The same thing the owner in the first story found.

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WHAT IT REALLY TAKES TO BE SUCCESSFUL IN SALES

Look, you know what sales success takes, it takes making the calls you need to make to the people you need to make them to in order to make the sales you need to make. It also involves being prepared and getting the work done, meaning you know what to say and what to do in each sales situation and you're prepared for any situation that can arise before, during, and after the sale and you take action and execute. It's making those things and your sales career your priority and working hard on mastering those items. Yes, your family is always more important than your sales career, but outside of emergencies and other significant life events, your job will many times take precedent.

As a final note, if I were to ask you what you could do to increase your sales, you could probably give me a minimum of ten items if you had a little time to think about it. The bottom line is, you know what to do, stop avoiding that work and letting yourself get distracted by less-important items or by bright, shiny objects that promise to magically increase your sales with no work or effort.

ABOUT THE AUTHOR

John Chapin is a motivational sales speaker, coach, and trainer with over 37 years of sales and sales management experience. For more sales help or to have him speak at your next event, go to: www.completeselling.com or email: johnchapin@completeselling.com. You can reprint provided you keep John's website and other contact information in place.



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LARGE TICKET



BEYOND THE RATE SHEET: HOW CREATIVE STRUCTURING WINS LARGE-TICKET TRANSACTIONS

By Brian Trebels

The \$750,000 manufacturing equipment transaction should have been straightforward. Strong company, good credit, established relationship. But three traditional lenders came back with the same response: "We can do the deal, but only with 25% down, five-year term." (and monthly payments outside of what is reasonable)

The client's reaction was immediate: "Those payments don't work with our seasonal cash flow. We need something that aligns with our business reality."

Most brokers would have pushed back on the client's expectations or shopped more lenders hoping for marginally better terms. But the broker who ultimately won this funding understood a fundamental truth: large-ticket equipment finance isn't about finding the best rate sheet—it's about creating the right solution.

The Large-Ticket Difference

Equipment transactions over \$500,000 operate in a fundamentally different universe than smaller transactions. While a \$150,000 equipment loan might be treated as a commodity product with standard terms, large-ticket arrangements require customized solutions that align financing structure with business realities.

The key differences include:

- **Cash flow complexity:** Larger companies often have seasonal patterns, project-based revenue, or cyclical business models that don't fit standard monthly payment structures
- **Strategic importance:** Major equipment investments are strategic decisions that affect company trajectory, not just operational purchases
- **Decision-maker sophistication:** CFOs and business owners making \$500,000+ equipment decisions understand finance and expect customized solutions
- **Competitive landscape:** Large-ticket opportunities attract more attention, requiring differentiation beyond rate competition

Yet most lenders treat these transactions exactly like smaller transactions: standard credit analysis, cookie-cutter terms, and rate-focused competition. This creates massive opportunities for brokers who understand how to deliver customized solutions.

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The Commodity Trap

Traditional lenders have increasingly commoditized equipment finance through standardized underwriting, automated pricing, and rigid term structures. Their approach works efficiently for smaller, straightforward transactions but fails miserably for complex large-ticket opportunities.

The commodity approach typically offers:

- Standard loan-to-value ratios regardless of equipment type or client situation
- Fixed payment schedules that ignore business cash flow patterns
- Uniform term lengths based on equipment categories, not utilization strategies
- Rate-focused competition that ignores total cost of financing

The result: Clients with sophisticated needs receive unsophisticated solutions. And brokers find themselves competing solely on rate—a race to the bottom that destroys commission potential. mance-linked terms.

Consider the manufacturing equipment transaction mentioned earlier. The traditional lenders focused entirely on standard terms: 75% financing, five-year amortization, level monthly payments. None considered that the client's business was highly seasonal, with 70% of annual revenue generated between March and October.

A customized solution would have addressed this reality through seasonal payment structures, allowing lower payments during slow months and higher payments during peak season. This approach could have reduced the client's financing costs while providing the lender with improved repayment security.

The Art of Creative Structuring

Elite brokers understand that large-ticket arrangements require consultative selling, not product placement. Instead of presenting rate sheets, they diagnose business needs and create financing structures that solve real problems.

Creative structuring can address:

Cash Flow Mismatches: Seasonal businesses, project-based companies, and cyclical industries need payment structures that align with revenue patterns. Solutions include seasonal payments, graduated structures, or cash flow-based adjustments.

Strategic Timing: Companies may need equipment immediately but prefer financing terms that align with strategic milestones. Structures can include deferred payments, milestone-based adjustments, or performance-linked terms.

Growth Planning: Rapidly growing companies need financing that accommodates expansion. Structures can include step-up payments, additional equipment provisions, or refinancing flexibility.

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Risk Management: Companies with unique risk profiles may need customized security structures, guarantee arrangements, or collateral optimization.

Real-World Structuring Examples

The Food Processor Solution: A \$35 million food processing company needed \$2.8 million in seasonal production equipment. Traditional lenders offered standard monthly payments of \$58,000. The customized solution: payments of \$35,000 during off-season months (November-February) and \$70,000 during peak production (March-October). This reduced annual cash flow pressure by \$184,000 while maintaining the same total repayment.

The Medical Device Manufacturer: A growing medical device company required \$1.5 million in specialized manufacturing equipment to fulfill a new FDA-approved product launch. Standard financing would have started immediately with full payments. The creative structure: six-month deferred payments during product launch phase, followed by graduated payments that increased as production ramped up. This preserved \$180,000 in cash flow during the critical launch period.

The Technology Services Firm: A \$40 million IT services company needed \$1.2 million in data center equipment but wanted to optimize the new tax benefits. The solution combined lease and purchase structures to maximize Section 179 deductions while providing operational flexibility through partial lease components.

Each of these solutions required lenders willing to think beyond standard parameters and structure arrangements around client needs rather than internal convenience.

The Commission Mathematics

Creative structuring doesn't just solve client problems—it creates significant broker advantages:

Premium Pricing: Customized solutions command higher rates than commodity products. Clients understand they're paying for expertise and flexibility, not just capital.

Reduced Competition: Most brokers and lenders compete on commodity terms. Differentiated solutions face less rate pressure and create unique value propositions.

Client Loyalty: Companies that receive creative solutions become long-term partners. They understand the value of working with brokers who can deliver customized approaches.

Referral Generation: Satisfied clients with complex needs typically know other companies with similar challenges. Success with structured transactions creates referral networks.

Higher Transaction Values: Companies willing to pay for customized solutions often have larger, more complex financing needs that generate higher commission opportunities.

The Broker Evolution

The most successful large-ticket brokers have evolved from transaction facilitators to strategic advisors. Instead of asking "What rate do you need?", they ask "What business problem are we solving?"

This evolution requires:

- Business acumen to understand client operations, cash flow patterns, and strategic objectives
- Financial expertise to design structures that optimize client outcomes while meeting lender requirements
- Lender relationships with partners capable of creative structuring rather than just competitive rates
- Consultative selling skills to position value over price and solutions over products

The Lender Partnership Imperative

Successfully delivering creative structuring requires partnerships with lenders built for customization, not commoditization. The right partners bring:

Flexible Underwriting: Credit policies that emphasize cash flow analysis, business strategy, and equipment utilization rather than rigid ratios and automated scoring.

Structural Capability: Operations designed to accommodate unique terms, payment schedules, and security arrangements rather than standard product delivery.

Industry Expertise: Deep understanding of different business models, cash flow patterns, and equipment utilization strategies across various sectors.

Decision-Making Authority: Senior underwriters with authority to approve creative structures rather than junior processors following rigid guidelines.

The Strategic Positioning

Elite brokers position large-ticket opportunities as strategic engagements, not commodity transactions. When clients ask about rates, successful brokers respond: "Before we discuss pricing, let's make sure we're structuring this to optimize your business outcomes."

This positioning creates several advantages:

- **Elevates the conversation** from price-focused to value-focused
- **Demonstrates expertise** that justifies premium compensation
- **Differentiates services** from commodity-focused competitors
- **Creates client dependency** on broker expertise rather than market access

Taking Action

The large-ticket equipment finance market rewards brokers who understand the difference between product placement and solution creation. While commodity brokers compete on rate sheets, elite brokers win through creative structuring that solves real business problems.

The manufacturing equipment transaction that started this discussion? The broker who won it delivered a seasonal payment structure that reduced cash flow pressure by \$200,000 annually while generating a 40% higher commission than the commodity alternatives. The client became a long-term partner who has since referred three additional large-ticket opportunities.

ABOUT THE AUTHOR

Brian Trebels is a co-founder of Equipment Leasing Group of America, LLC(ELGA), which is a general equipment lessor providing leasing and financing. By understanding customers and vendor needs, and through his experience and knowledge of the industry, Brian provides professional, timely, and flexible solutions that are customer driven.

New Podcast Episode

Welcome to Front and Center



Leslie Brown



Troy Vosberg

Check out the latest Front and Center interview and get to know AACFB Board Member, Troy Vosberg.



WATCH NOW

DEPOSIT RETENTION



BEST PRACTICES FOR SAFELY RETAINING SECURITY DEPOSITS

By Ken Greene

Happy New Year! About a decade ago, I drafted an agreement for Leasing News that its editor labelled “Greene Agreement to Keep Expenses.” Much has changed in ten years. COVID, AI, unprecedented incidents and types of fraud and scams, litigation frenzy, and a crazy political climate have catapulted us into a brave new world. It seemed like a propitious time to revise the outdated article. Besides, I was never happy with its title.

The revised agreement bears a new name. The “Deposit Retention Agreement” is merely a template. It does not purport to address every possible deposit situation, or every type of expense which may be incurred at the outset of a transaction. It is meant to be edited, do please do so as needed. Readers are free to use this agreement in situations where a deposit is taken with the intent of retaining some or all it under certain circumstances. It is always preferable to have something in writing rather than no agreement at all, to minimize the possibility of misunderstandings and disputes down the line.

Do note that laws change regularly, as do the financial climate and judicial temperaments. This writer makes no guaranties that the agreement will pass judicial muster but, in my humble opinion, it is a fair and reasonable attempt to memorialize the understanding of the parties. It is, in any event, much better than having no agreement at all.

ABOUT THE AUTHOR

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DEPOSIT RETENTION AGREEMENT

THIS AGREEMENT ("Agreement") is executed on _____, by and between _____ ("APPLICANT") and _____ ("BROKER/FUNDER").

Whereas APPLICANT desires and BROKER/FUNDER agrees to [seek/provide] lease, loan and/or alternative loan financing ("financing") for certain personal property selected by APPLICANT:

1. APPLICANT, as an inducement to BROKER/FUNDER to [seek/provide] financing on its behalf, shall submit documents and other information to enable BROKER/FUNDER to procure or provide said financing.
2. APPLICANT, in consideration of the time, effort and expense of BROKER/FUNDER in seeking/providing financing, shall pay to BROKER/FUNDER the sum of \$_____ upon execution of this Agreement.

3. **IT IS HEREBY UNDERSTOOD AND AGREED** that some or all of said payment shall be retained by BROKER/FUNDER, whether or not such financing is provided or procured, as compensation for certain fees and costs including, without limitation, the following estimated charges;

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CREDIT CHECKS:	\$
BACKGROUND CHECKS:	\$
MAIL/OVERNIGHT DELIVERY:	\$
DOCUMENTATION:	\$
TIME AND EFFORT (\$_____/hour):	\$
OTHER [Itemize]:	\$

4. [OPTIONAL] Should BROKER/FUNDER procure/provide financing for APPLICANT, [\$_____/all] of the fee paid pursuant to this Agreement shall be applied towards the payments required pursuant to the financing contract or contracts.

5. In the event of a dispute pertaining to or arising out of this Agreement, APPLICANT and BROKER/FUNDER agree that the dispute will be submitted to binding arbitration utilizing the services of a neutral and competent arbitrator agreed to by both parties. In the event the parties are unable to agree upon an arbitrator, any claim or dispute hereunder shall be resolved in [CITY and STATE of BROKER/FUNDER]in accordance with the Commercial Arbitration Rules of the American Arbitration Association before one arbitrator appointed by mutual agreement of both parties, and, if no such agreement is possible, an arbitrator selected by the American Arbitration Association. The decision or award of the agreed upon arbitrator shall be final and binding upon the parties and may be entered as a judgment or order in any court of competent jurisdiction

APPLICANT

 By: _____
 Name: _____
 Title: _____

FUNDER/BROKER

 By: _____
 Name: _____
 Title: _____

MARKETING



STOP COMPETING WITH AI - WIN BY BEING HUMAN

By Brittany Zanone

In the rapidly evolving world of equipment finance marketing, the emergence of artificial intelligence poses a unique challenge. AI can churn out emails at lightning speed, generate content en masse, and predict engagement with remarkable precision. However, many marketers mistakenly believe the solution is to "out-AI the AI." This approach is futile.

The true competitive edge resides in human insight, nuance, and the art of friction engineering—qualities that AI cannot replicate. Successful companies will not flood inboxes with emails or bombard social media with posts; instead, they'll strategically leverage AI to complement human judgment in crafting experiences that are intelligent, seamless, and trustworthy.

Marketing as Friction Engineering, Not Mere Persuasion

The traditional mindset equates more outreach with more leads. But today's marketing is about smoothing the buyer's journey. Every moment of doubt or confusion can stall a deal. While AI can analyze behavior, it lacks the ability to sense subtle doubts or trust issues like a human marketer.

Consider this practical approach: Instead of a lengthy brochure, offer a quick calculator for financing options. Human marketers design the interface and experience, while AI handles the calculations at scale. The result? Prospects encounter competence before reading a single word, transforming the sales approach from selling to solving.

The Pitfall of Over-Explaining

AI tends to push for more words and disclaimers, but mastering brevity fosters trust. Humans discern which details are contextually significant. A barrage of information can signal insecurity, while restraint exudes confidence.

For a creative twist, test micro-interactions like interactive tools or concise visual summaries. These allow solutions to speak for themselves without overwhelming prospects.

Human Personality as a Superpower

While AI can mimic tone, it cannot create genuine authority or connect on a nuanced level. Using humor, honesty, or confidence at key moments can establish credibility. Humans can intuitively perceive which small gestures, be it a line of copy or proposal format, convey trust, a feat AI struggles to achieve.

For example, personalize follow-ups not just with names but with insights into the prospect's business challenges. AI can handle delivery, but humans curate the meaningful substance.

Harnessing Curiosity Gaps

AI excels at optimizing existing patterns, but humans innovate by creating new ones. By engineering curiosity, marketers can provoke thought and frame problems in novel ways. A simple 3-slide proposal highlighting a hidden inefficiency in a prospect's workflow can leave a lasting impression, something AI cannot automatically replicate.

Recognition Over Recall

While AI measures reach and frequency, humans understand emotional impact. Building recognition involves consistent behavior and tone across all interactions. A "human signature" should be embedded in every touchpoint, from proposals to emails. AI can execute, but humans ensure it resonates.

Shifting Metrics: Measure Friction, Not Clicks

Traditional KPIs like clicks and leads miss the mark. Instead, assess marketing efforts by the cognitive load or doubt eliminated before the sales conversation begins. For instance, a 10-second calculator that presents financing options addresses a key pain point upfront.

AI should test and scale delivery, but human insight drives interpretation, adjustment, and innovation. This approach is the true competitive advantage.

Conclusion

In equipment finance marketing, the objective is not to outdo competitors with sheer volume but to think differently than AI. Use AI strategically for automation, but rely on human ingenuity to remove friction, inject personality, and foster recognition. Prioritize trust and experience over noise and volume, and you'll stand out in a landscape where meaning triumphs over speed.

ABOUT THE AUTHOR

Brittany Zanone is a marketing and program management professional in the equipment finance industry with a focus on friction reduction, buyer psychology, and trust-first marketing systems. She has over ten years of experience in photography and videography, with a strong foundation in visual storytelling and works cross-functionally with sales to turn complex processes into intuitive customer experiences. Her work centers on helping finance organizations compete through clarity, not volume.



LEGAL CORNER



FINANCING TRUCKS OR OTHER MOTOR VEHICLES? ARE YOU AN INVENTORY FINANCER? ARE YOU SURE?

By Barry Marks

We have written a lot on this subject. Often, a lessor will lease or finance trucks for a “trucking company” that is actually a transportation holding company. Acme Industries Transportation Inc., a subsidiary of Acme Industries International Corp. that “rents” trucks to Acme Alabama Inc., Acme Oregon Inc. and Acme Louisiana, Inc.

When should you do a UCC search on these titled vehicles? Can you rely on a purchase money security interest (PMSI)? How safe is a TRAC lease (which is a true lease in most states) as opposed to an EFA where these issues are concerned?

Question 1: Is the deal a sale/leaseback?

- We always prefer a UCC search in sale/leasebacks, even though the vehicles may not be subject to liens perfected under the UCC by filing financing statements. If someone might THINK they have an lien on your truck or other vehicle, you should know. Also, if a vehicle has a refrigeration unit, crane, lift, or other equipment that is removable from the chassis, there is a possibility that that item came from another truck or was part of financed equipment purchased in bulk and there is a lien on that item. Even though your rights might be superior due to the accession rules, it is better not to get into a fight over all this.
- Note that is advice applies to your true and TRAC leases and to \$1 purchase option leases, EFAs and other financings.

Question 2: Is the vehicle inventory?

- The UCC defines “inventory” to include items that are sold or leased. If an item of equipment is leased, it becomes inventory and is lumped in with items that are held for sale for UCC purposes.
- **The UCC says that the Article 9 (security interest) rules do not apply to vehicles covered by a Certificates of Title.** What this means is that the title laws in each state cover motor vehicle security interests. If the truck is titled in all but four states and is inventory only because it is leased or rented out to affiliated companies (such as a transportation holding company that provides vehicles to its affiliates), the title laws should cover and the UCC actions described below should not be necessary.

- In four states (**Idaho, Illinois, Louisiana & Rhode Island** - Missouri changed its law in 2012 and is no longer a problem state), even if your customer only leases equipment, the UCC supersedes the Certificate of Title laws. The UCC in these states says that the inventory rules apply to motor vehicles that are sold or leased (as opposed to only motor vehicles that are held for sale). Be sure any vehicle that might be inventory is not titled in one of these states. If it is, do a search and treat it as you would any other inventory.
- If a titled vehicle is held by the debtor for sale to third parties, the UCC has an exception to its exception so that the UCC and not title laws will apply. In other words, even if you have a title showing that you own or have a security interest in a motor vehicle that you lease or finance for a motor vehicle dealer, the title does not protect you if the dealer sells the vehicle.

Question 3: Are you relying on PMSI with respect to vehicles that ARE inventory (financed for a dealer or otherwise possibly available for sale OR titled in Id, Ill, La or RI)?

- PMSI is available for inventory but there are two important changes in the normal purchase money security interest rules:
 - a. You must always do a UCC search and send a Notice to any creditor claiming an interest in “inventory” or “all assets”. The Notice must only be sent once every five years and does not have to describe the assets you are going to finance in detail, only generally. The idea is that you are warning other creditors not to make advances against the assets you are going to finance, even if they are sitting at the debtors place of business. A form of Inventory Notice is attached but no specific language is required.
 - b. You do not have a 20-day grace period to file you UCC. Your financing statement must be filed before the vehicle is delivered to your customer.
- If you do not comply with the PMSI rules you will have a security interest in inventory that is subject to all of the usual rules: if anyone has filed a UCC before you file yours, it will have priority. If your UCC only speaks of “equipment” and does not mention inventory, you may not be protected at all. If your UCC mentions the specific item but does not describe it as inventory, you are in a gray area we would want to discuss with you, although we would argue you are protected. When in doubt, re-file after making a UCC check.

Question 4: Are you leasing or financing?

Technically, you do not need to rely on PMSI or any UCC filing matters if you are doing a true (fmv) or TRAC lease that is not a sale/leaseback. We prefer not to rely on this distinction as, again, you might have to fight with a creditor even though you have the stronger case and should win.

NOTE: Any time the lessee is renting out your equipment, even if to an affiliate, we recommend that the affiliate or other renter/sublessee acknowledge that your lease is superior and its rights are subject and subordinate to your own. Technically, your lessee needs your consent to do this renting or subleasing.

Consider this Decision Matrix:

- Is the Equipment a titled vehicle?
 - If so, is there removable additional equipment?
 - If Yes: File UCC on that equipment.
 - Unless you have PMSI, first check UCC and obtain subordinations as necessary

- **Does the customer sell or rent (lease) similar equipment and/or the Equipment itself?**
 - If it sells similar equipment, you must comply with UCC rules on inventory and the title laws do not protect you.
 - If it rents similar equipment or will rent the Equipment, you only need to comply with UCC inventory rules if the Equipment will be titled in Ill, Id, La and RI. In other states, the title laws supersede the UCC, so you can rely on being listed as owner or lienholder on the certificate of title. NOTE: If your customer was incorporated or organized in one of those 4 states, it is safest to comply with the UCC inventory rules as well.

UCC Inventory Rules (only apply if title laws do not):

- If the Equipment is inventory, and the customer is in the business of selling similar equipment, you could lose your security interest in a sale to an innocent buyer.
- If the customer rents similar equipment or will rent out your Equipment, you must do the following to get PMSI protection:
 - Check the UCC records and send a PMSI notice to every secured party claiming an interest in “all assets” or “inventory” specifically.
 - The notice must be sent out once every 5 years
 - The notice must be sent to the other creditor AND a UCC financing statement must be filed BEFORE delivery of the Equipment to the customer – no 20-day rule.

UCC PMSI Rule:

- Except for inventory your UCC-1 must be filed before or within 29 days after customer takes possession (delivery) of the Equipment. The date of the agreement, payment, etc don't matter.
- Any portion of the purchase price that does not enable the customer to acquire the Equipment may not be covered by PMSI priority – this includes any downpayment even if reimbursed. If the downpayment is to be included in the financing, we recommend paying 100% to the vendor and letting the vendor refund the downpayment, but this is not bullet-proof.

ABOUT THE AUTHOR

Barry Marks, a lawyer with Messerli | Kramer has over 40 years of experience practicing law in the commercial finance industry including equipment in the small ticket, middle market, and large ticket segments of the industry. He has worked extensively on structuring, negotiating, and documenting everything from single investor and leveraged leases, leases intended as security, and equipment finance agreements to straight lending transactions. He served as the NAELB/AACFB's first legal counsel and is an accomplished writer and poet.

THE GREENE ROOM



NEW CFL LICENSE APPLICATION DISCLOSURE RULES

By Ken Greene

Brokers and lenders alike who are licensed under the California Financing Law should be aware of a significant change taking effect on April 18, 2026. This change will also affect license applicants.

Here are some of the changes to the MU2, which relates to the owners, officers, managers, and control persons at the licensed or applicant company. Commencing April 18:

1. There will be new questions about pending civil actions alleging violations of financial statutes or regulations for any company that the individual filling out the MU2 controls or controlled.
2. There will be new inquiries focused on pending regulatory actions against holders of *professional services* licenses that could result in restriction, revocation, or suspension. Query, does this include licenses that are outside the scope of the financial service industry?
3. Revisions to civil judicial disclosures will mirror the broader MU1 disclosures (for the company itself).
4. Clarifications will explicitly require the disclosure of both judicial and non-judicial foreclosures on commercial or residential property.
5. Disclosures for certain misdemeanors will now be limited to the past 10 years.
6. The scope of questions will be broadened to include whether an individual or a control affiliate filed a bankruptcy petition in the past 10 years.

For new applicants, these disclosures will be readily apparent because they will be incorporated into the application located on the National Multistate Licensing System. **For existing licensees, please note that these changes are retroactive.** Not only must you update your MU2 disclosure questions within 30 days of any change of circumstances, but you must “re-visit” your existing disclosures and respond to the new ones. This is true even if your circumstances have not changed.



Here is the summary of the new disclosures as published by the NMLS:

a) Purpose and Scope of Revisions *The revisions aim to clarify, update, and make questions more consistent, including adding definitions, improving transparency, and addressing potential confusion. The questions are retroactive, applying to past disclosures, and are broken into two sections: general regulatory findings and specific licensing authorizations. The revised individual questions will be deployed in Spring 2026, with industry encouraged to complete them by August 31, 2026, before renewal season. All MU2 (control persons, branch managers, qualifying individuals) and MU4 (MLO) individuals must complete and attest to the new questions before companies can submit MU1 or MU3 filings. Company questions will be revised later, in 2027, as part of Phase 4 of NMLS modernization, with changes to the glossary affecting related company questions.*

b) Key Features and Changes *The questions are now retroactive, meaning answers may need updating based on new definitions or criteria, such as the inclusion of public agreements in the “found” definition. Individuals can view and amend existing answers and explanations, with reasons required for any changes. The questions are divided into two sections: Part I covers regulatory findings applicable to all individuals, while Part II addresses specific licensing or authorization disclosures, including professional licenses. Explanations for answers can be provided at the category level, and the addition of “not applicable” options clarifies situations where certain authorizations or actions did not occur.*

Only certain sections allow “not applicable” responses, with guidance questions helping determine applicability.

c) Procedural and System-Related Details *The system will notify MU4 licensees (n.b. mortgage loan originators) via a license item when updates are required, which will clear once completed. Industry can access previous answers and explanations during updates, and any amendments or deletions will require a reason. The revised questions will be integrated into the system with a clear deployment process, and industry will have access to Townhalls for further guidance.*

It is anticipated that the NMLS will roll out the new questions on April 18. This may clarify some of these issues and answer some questions. I will update this article at that time.

ABOUT THE AUTHOR

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ORIGINATION



FOUR ORIGINATION CHANNELS WHERE YOU WON'T FIND OTHER BROKERS

By Dylan Myerson

You know vendor relationships are valuable. Every broker knows this. Which means every broker in your market is competing for the same industrial equipment vendor's attention.

The challenge isn't learning about vendor relationships. It's finding origination channels where you're the only finance professional in the room.

In the first post of this series, we identified three patterns in BSB's 2025 funding data: specialized infrastructure equipment, non-cyclical manufacturing assets,

and professional equipment for established service businesses. That intelligence solves the targeting problem. You now know what's funding and what isn't.

Nevertheless, knowing where to look is only half the equation. The more pressing question is how you reach these businesses before they're actively shopping for financing, before they've contacted your competitors, before they've already formed expectations about rates and terms that will make your job harder.

The conventional answer involves the channels you already know: vendor relationships, referral networks, industry visibility. All of which are fine strategies that every other broker in your market is also pursuing.

What follows are four origination plays that don't rely on competing for the same attention everyone else is chasing. More importantly, each one connects you to businesses before they're actively shopping for financing.

Play 1: The Fractional CFO Alliance

Who to target: Fractional CFOs and high-level CPAs serving small-to-midsize businesses, particularly those offering "Finance as a Service" packages to specific verticals.

Why this works: These professionals see balance sheets before equipment needs become urgent. They identify when a company is burning cash on maintenance, when growth capital is needed but equity dilution is undesirable, when CapEx decisions are being deferred for liquidity reasons. Most importantly, they aren't thinking about equipment finance as part of their core offering. That gap is your entry point.

Consider what this means in practice. A fractional CFO working with three manufacturing clients sees deteriorating maintenance line items months before the business owner calls an equipment vendor. That CFO could present equipment financing as a strategic solution to preserve working capital, but most don't because financing isn't their expertise. You solve this by becoming their equipment financing specialist.

This brings us to an important distinction. You're not asking these CFOs to become salespeople for you. You're offering to enhance their value proposition to their clients. When a fractional CFO can say, "I've analyzed your capital structure and identified three equipment replacements that should be financed rather than paid from cash reserves, and here's the financing specialist I work with who can structure those transactions," they've just demonstrated strategic value beyond basic financial reporting. You've made them more valuable to their clients, which makes you more valuable to them.

Where to find them: LinkedIn search strings like "Fractional CFO + [your city]" or "Fractional CFO + [target industry]." Local ACG (Association for Corporate Growth) chapters. Niche accounting firms advertising themselves as "Accounting for [Dental Practices/Manufacturing Companies/Restaurants]." These vertical specialists have the highest-quality referral potential because their clients trust them with financial strategy, not just compliance.

The outreach angle: Don't ask for referrals immediately. Position yourself as a specialist resource that enhances their value proposition. Your opening should sound like this:

"I see you're managing financial operations for [industry] clients. Most CFOs I work with are focused on preserving working capital right now. I handle equipment debt structuring so you don't have to recommend they burn cash reserves on CapEx. I'd be happy to build a CapEx financing model for your top three clients, no obligation, so you can present options before they ask."

The key phrase here is "so you don't have to recommend they burn cash reserves." You're not positioning financing as something they should sell. You're positioning it as a strategic option that makes their advice more sophisticated.

Qualification filter: Ask this within the first two minutes: "Are your clients primarily focused on improving EBITDA, reducing tax liability, or managing cash flow?" If they can't answer immediately, they're not close enough to strategic decision-making. Move on.

This might seem harsh, but it's efficient. Some CPAs are purely compliance-focused: they file taxes, produce financial statements, ensure regulatory adherence. That's valuable work, but those professionals don't influence equipment purchasing decisions. You need CFOs who are embedded in strategic planning conversations where capital allocation decisions are being made.

Play 2: The Service Provider Wedge

Who to target: Independent service organizations and maintenance contractors servicing revenue-generating equipment, not facility infrastructure.

Why this works: The technician repairing a CNC machine or commercial printing press knows when that asset is costing more to maintain than it's worth. They are the earliest possible indicator of replacement need. More importantly, they're already in front of the decision-maker, and the decision-maker is already in a mindset of spending money (on repairs). Your role is to reframe that spending decision.

This might strike you as unconventional, but consider the information asymmetry. The service tech knows the machine is dying before the owner accepts this reality. The owner is currently writing checks for repairs, growing increasingly frustrated with downtime. The tech is delivering bad news ("this is going to cost \$12,000 to fix"). What if the tech could instead deliver a solution ("or, you could replace it for \$2,100 per month, which is less than your average monthly repair cost")?

Here we must pause to address what might be an obvious objection: service technicians make money on repairs. Why would they recommend replacement? The answer is that good technicians understand their long-term business depends on client relationships, not extracting maximum revenue from dying equipment. When a machine crosses the threshold from "repairable" to "money pit," the technician who continues recommending expensive repairs is damaging the relationship. The technician who helps the client recognize when replacement makes economic sense becomes a trusted advisor, not just a repair vendor.

Moreover, you're not asking the technician to stop making money on service. You're offering them a referral revenue stream that rewards them for honesty with clients who are already frustrated with repair costs.

Where to find them: Service directories for commercial HVAC, CNC/machining maintenance, medical imaging repair, commercial printing equipment service, food service equipment repair. Trade show service pavilions, not sales floors. Online communities and Facebook groups for independent service techs.

The outreach angle: You're not selling financing to the service provider. You're selling a better client conversation:

"You're the person who tells the owner their machine is dying. Right now, you hand them a \$12K repair estimate they resent. What if you could hand them a proposal for a new machine where the monthly payment is lower than their average monthly repair cost over the past year? I'll run those numbers for you. It makes you look like the hero who saved them money, and it opens a revenue stream for referral fees."

The framing here is critical. You're not asking them to become equipment salespeople. You're offering them a tool to deliver better news to clients who are already unhappy about repair costs.

Qualification filter: Only target service providers working on assets that generate revenue: manufacturing equipment, construction machinery, commercial printing equipment, imaging devices. Facility assets like HVAC or roofing typically have longer decision cycles and lower urgency unless tied to operational downtime.

This distinction matters because the urgency profile is fundamentally different. When a manufacturer's CNC machine goes down, they're losing production revenue immediately. When a building's HVAC system fails, it's uncomfortable but rarely shuts down business operations entirely. Revenue-generating equipment creates urgency that facilitates faster decision-making.

Play 3: The Commercial Real Estate Bridge

Who to target: Industrial and medical commercial real estate brokers, specifically tenant representatives handling Class B and Class C properties.

Why this works: When a business signs a lease for a new warehouse or medical office, the immediate next question is: how do we equip this space? The CRE broker gets paid on the lease; equipment is outside their scope, but it's a friction point that can delay or kill lease signings. If you solve that friction, you become valuable to the CRE broker and get introduced to businesses at the exact moment they need capital.

This brings us to an important point about timing. You're not entering the conversation after the business has already figured out their equipment financing. You're embedded in the transaction at the lease signing stage, which means you're the first financing conversation, not the fifth.

Consider what typically happens when a business signs a commercial lease. The CRE broker collects their commission and moves on to the next deal. The business is now sitting in empty space with immediate pressure to become operational. They need racking for the warehouse, machinery for the production floor, medical equipment for the practice. That equipment represents a significant capital outlay at precisely the moment when they've just committed to lease payments and likely paid deposits or first/last month's rent.

The business owner is now scrambling to figure out how to finance the equipment buildout. They'll start calling equipment vendors, who may or may not offer financing solutions. They'll talk to their bank, which may or may not understand equipment lending. They're making these calls under time pressure because they're paying rent on empty space.

What if, instead, the CRE broker could hand them an equipment financing solution at lease signing? The friction disappears. The deal closes faster. The CRE broker looks more sophisticated. You get introduced to a qualified prospect with immediate need and timeline pressure.

Where to find them: LoopNet and CoStar for brokers listing industrial parks, flex space, or medical office buildings. Local NAIOP (National Association of Industrial and Office Properties) chapters and CCIM (Certified Commercial Investment Member) events. Focus on brokers representing tenants, not landlords.

The outreach angle:

"You're moving tenants into [specific property]. Typically, the biggest friction to signing is the upfront cost of racking, machinery, or build-out. I can finance the equipment and soft costs so they preserve liquidity for deposits and working capital. It helps you get leases signed faster. Let me send you a one-pager you can include in your tenant packages."

The phrase "it helps you get leases signed faster" is the value proposition. You're not asking the CRE broker to do additional work. You're offering to remove an obstacle that's currently slowing their deals.

Qualification filter: Target tenant reps dealing with Class B/C properties or suburban medical offices. Class A tenants usually have institutional financing already arranged. The "messy middle" is your opportunity.

This is not to say Class A properties are worthless territory. Rather, recognize that businesses leasing Class A space typically have sophisticated financial operations and established banking relationships. They're less likely to need your help. The business moving into a 5,000-square-foot flex space in a suburban industrial park is exactly the profile that benefits most from equipment financing solutions delivered at lease signing.

Play 4: The Compliance Upgrade Specialist

Who to target: Environmental and safety consultants who advise businesses on regulatory compliance, particularly those in waste management, food processing, and industrial operations.

Why this works: Regulatory compliance deadlines are non-negotiable. When an EPA regulation or OSHA standard requires new equipment, the purchase isn't optional. These consultants identify the need, specify the equipment, and often recommend vendors, but they rarely think about financing, even though it's often the critical implementation barrier.

Remember those funded deals we examined in the first post? The \$350,100 waste management trailer and \$275,000 compactor weren't discretionary purchases. These were compliance-driven replacements for aging fleets that no longer met emissions standards. The business had to purchase. The only question was how to fund it.

This creates a fundamentally different sales dynamic. You're not convincing someone they need equipment. The regulatory requirement already did that. You're not competing against the status quo. The status quo is illegal. Your only competition is other financing sources, and many businesses in compliance-critical situations haven't even thought about financing yet because they're focused on the compliance problem itself.

The consultants advising these businesses are technical experts, not financial experts. They can specify which waste management trailer meets the new emissions standards. They can recommend vendors who supply compliant equipment. What they typically can't do is help the business figure out how to pay for it without draining cash reserves. That's where you enter.

Where to find them: Environmental compliance consulting firms, safety consultants serving specific industries (food safety, waste management, air quality), and industry associations like the National Waste & Recycling Association or food manufacturing trade groups.

The outreach angle:

"You're helping companies navigate compliance requirements. I work with businesses that need to finance mandated upgrades: clean diesel trucks, emissions equipment, food safety machinery. Let me be your financing resource so compliance recommendations don't stall on budget constraints. I'll create a financing addendum you can attach to compliance plans."

The key phrase here is "so compliance recommendations don't stall on budget constraints." You're identifying the consultant's hidden problem: they deliver technically correct recommendations that clients can't afford to implement immediately. By solving the affordability problem, you make the consultant more effective at their core job.

Qualification filter: Focus on consultants serving industries with hard regulatory deadlines and capital-intensive compliance requirements. Avoid consultants doing policy/paperwork compliance with no equipment component.

This distinction is essential. Some compliance consultants help businesses navigate permitting, documentation, and reporting requirements. That's valuable work, but it doesn't create equipment financing opportunities. You need consultants whose recommendations include phrases like "you'll need to replace your current fleet with clean diesel vehicles" or "the new food safety standards require stainless steel production surfaces and automated temperature monitoring systems."

Building Your Implementation Framework

These four plays share a common structure: you're positioning yourself with professionals who influence equipment purchasing decisions but don't currently think of equipment financing as part of their value proposition. The fractional CFO focuses on financial strategy but often recommends clients use cash for equipment purchases. The service technician focuses on repairs but could be facilitating replacement conversations. The CRE broker focuses on lease transactions but could be smoothing equipment financing friction. The compliance consultant focuses on regulatory requirements but could be addressing the financing barrier to implementation.

In each case, you're not competing for attention. You're filling a gap these professionals don't currently address.

The implementation question becomes: which play fits your market profile and existing capabilities? If you already work extensively with professional service businesses, the Fractional CFO Alliance is your natural starting point. If you've built expertise in manufacturing equipment, the Service Provider Wedge leverages that knowledge. If you're in a market with significant industrial real estate activity, the Commercial Real Estate Bridge creates immediate opportunities. If you've successfully funded compliance-driven transactions, the Compliance Upgrade Specialist play systematizes that success.

Start with one. Build the relationships, refine your outreach language, measure results. Once you've established a reliable flow of opportunities from one channel, add another.

What This Solves (And What It Doesn't)

These origination channels solve the lead quality problem. You're reaching businesses that match the funding patterns we identified in the first post: essential services, contract-based operations, established businesses making replacement purchases. You're connecting with them before they're shopping rates from multiple brokers, before they've developed unrealistic expectations, before your competitors know the opportunity exists.

What these channels don't solve is the conversion problem. Even the highest-quality lead can stall when rate becomes the objection. When a prospect says "that rate seems high" or "my bank said they might be able to do better," how you respond determines whether the deal moves forward or dies.

That's what we'll address in the third post of this series: three specific reframes that shift the conversation away from rate comparison and toward strategic capital allocation decisions. These aren't persuasion techniques or objection-handling scripts. They're frameworks for helping prospects understand why equipment financing at current market rates is often smarter than the alternatives they're considering.

For now, pick one origination play and test it this week. Build five conversations with potential referral partners. Measure what works. Refine your approach.

The brokers who navigate Q1 2026 successfully won't be those working harder at the same activities. They'll be those who identified underserved origination channels and positioned themselves where qualified opportunities naturally emerge.

ABOUT THE AUTHOR

Dylan Myerson is Vice President at BSB Leasing, a Colorado based funding source serving the broker community since 1982.



BENEFIT SPOTLIGHT

AACFB recently rolled out our new healthcare plan option for members!



What It Includes

The model replaces confusion with clarity and fear with empowerment. Key features typically include:

- Affordable, fixed copays for routine services
- Unlimited preventive care and chronic care management
- 24/7 virtual urgent and primary care
- Mental health access with low or no cost
- Integrated financial safeguards for hospital events and emergencies
- Prescription support, often with \$0 options for commonly prescribed drugs
- Educational and lifestyle coaching focused on long-term wellness

Employers with as few as two W-2 employees can take advantage of this new AACFB benefit. Contact info@aacfb.org for more information.



In Memory - Roderick Knoll, CLFP



Sadly, AACFB Immediate Past President, Roderick Knoll, CLFP, passed away on February 14, 2026, following a courageous battle with cancer.

Roderick was more than a respected leader within our association, he was a mentor, a collaborator, and a passionate advocate for education and professionalism in commercial finance. His integrity, generosity, and steady leadership left a lasting impact on AACFB and on the many members who had the privilege of learning from and working alongside him.

Roderick served on the AACFB Board of Directors from 2020 until his passing on Saturday. Serving first as Secretary/Treasurer and then going through the chairs to the presidency. He loved to famously announce in his Treasurer reports that, "We have no debt!" While that is still true, the AACFB owes a debt of gratitude to Roderick for his years of service, leadership, and friendship through the years.

We encourage everyone to learn more about Roderick by viewing his 2022 interview for the [AACFB's Front and Center](#) segment and by [watching this short video](#) showing his love for his AACFB friends through the years



INDUSTRY BUZZ IN THE BIZ

CLFP Foundation Welcomes 20 New CLFPs

OCTOBER 27, 2025 - The Certified Lease & Finance Professional (CLFP) Foundation is proud to announce that 20 individuals have recently earned their CLFP designation after successfully passing the online proctored CLFP Exam. The newest CLFPs represent a wide range of companies and roles across the equipment finance industry, reflecting a shared commitment to professional excellence and ethical standards. They are:

1. Carol Baker, CLFP – VP of Finance/Controller, CoreTech
2. Theodore Catlett, CLFP – Senior Credit Analyst, Providence Capital Funding Inc.
3. Christian Colton, CLFP – Assistant Vice President, Impact, CoreTech
4. Danielle Doyle, CLFP – Director, Technology Finance Strategy & Operations, Alliance Funding Group
5. Pamela Fish, CLFP – Documentation & Modification Specialist Supervisor, Stearns Bank
6. Anston Frazier, CLFP – Data Analytics Manager, North Mill Equipment Finance
7. Daniel Gaugler, CLFP – Senior Product Owner, DLL
8. Mary Anne Hickey, CLFP – Project Manager, DLL
9. Melissa Hubbard, CLFP – Tax Analyst, DLL
10. Lauren Hunter, CLFP – Client Experience Advocate, CoreTech
11. Carson Lavin, CLFP – Deal Financial Strategist IV, Impact Networking, LLC
12. Nichole Martinez, CLFP – Portfolio Accountant, North Mill Equipment Finance
13. Daniel McCarty, CLFP – Senior Indirect Tax Analyst, DLL
14. Scott McFetters, CLFP – CEO and Founder, CoreTech
15. Julie Myers, CLFP – Asset Risk Specialist, DLL
16. Tyler Roush, CLFP Associate – Assistant Vice President, CoreTech
17. Jennifer Russell, CLFP – Sr. Sales Support Representative, First Commonwealth Bank
18. Reza Saffarian, CLFP – Senior Vice President of Asset & Portfolio Management, CoreTech
19. Mia Stenning, CLFP Associate – Staff Accountant, CoreTech
20. Brian Wood, CLFP – Senior Vice President, Impact and Growth, CoreTech

“I wanted to pursue the CLFP as I knew going through this program would help me see the bigger picture of the leasing lifecycle and put me in a network of many respected industry peers” shared Theodore Catlett. “Being a credit guy, I play a smaller, yet vital role in the overall process. Now, rather than just having the 10,000-foot point of view on how each department integrates, I can collaborate on a much higher level to ensure success for all involved.”

Brian Wood states, “I decided to pursue the Certified Lease & Finance Professional (CLFP) designation to deepen my expertise and ensure I’m bringing the best possible solutions to my clients. In an industry where trust and knowledge matter, I wanted to back up my advisory approach with credentials that reflect that commitment. I’m grateful to my company, CoreTech Leasing, for fostering a culture that truly values continued learning and invests in the growth of its people. That support played a big part in my decision to take this next step. It’s an honor to join so many talented CLFPs across the industry, and I’m excited to be part of this growing community of professionals who are raising the bar every day.”

PRESS RELEASES

Northteq Caps Record Year of Product Innovation, Client Growth, and Industry Partnerships

Equipment finance lenders across bank, independent, and captive segments implemented Northteq's aurora platform while multiple new features addressed core operational challenges

JANUARY 7, 2025 – MINNEAPOLIS, MN – Northteq ended 2025 powering operations for more than 175 equipment finance companies. The loan origination platform and portal now support more 30% of the Monitor Bank 50, 25% of the Monitor 100, 55% of the Monitor Vendor 40, and 50% of the Monitor Independent 30.

"Equipment finance has always been relationship-driven, but 2025 showed us that relationships and automation aren't competing priorities," said Kristian Dolan, CEO of Northteq. "The best lenders found ways to use technology to strengthen those partnerships, whether that's giving dealers real-time visibility into deal status or funding transactions same-day. We're proud to be the technology partner helping them move faster without sacrificing the control and precision equipment finance demands."

Channel Posts Standout Growth in Transformational Year

JANUARY 9, 2025 – MINNETONKA, MN – Channel, a leading independent provider of equipment finance and working capital solutions to small businesses across the U.S., today released a year-end recap highlighting exceptional growth and operational progress throughout 2025. The company's collective performance with its subsidiaries reflects the tireless efforts of its team members and the strength of partnerships built on shared goals, mutual accountability, and long-term success.

In 2025, the organization delivered exceptional momentum, achieving more than 45% year-over-year growth in fourth-quarter originations as compared to Q4 2024, a 25% growth from Q3 2025 and marking December as a record month since the company's inception. This overall performance placed Q4 2025 as the strongest quarter in the company's history, reinforcing the power of disciplined execution, deep collaboration, and a unified commitment to our partners' success.

This growth was driven not by a single initiative, but by a coordinated, company-wide optimization and strengthening effort supported by leadership and embraced across departments. Throughout 2025, Channel undertook a comprehensive modernization of its platform, strengthening core disciplines, enhancing enterprise-wide processes, and investing in scalable infrastructure to support long-term growth. The organization focused on improving operational capacity, advancing technology and reporting capabilities, elevating its partner and customer experience, and aligning production teams around a more focused, win together partner strategy.

Combined, these initiatives created a stronger, more scalable platform while reinforcing Channel's focus on responsible growth and operational excellence.

"This year was about people first," said Adam Peterson, CEO of Channel. "Our team supported one another, challenged the status quo, and insisted on innovation while staying deeply committed to enduring relationships. With strong leadership support and trusted partners alongside us, we achieved these milestones together. We win and lose as a team and in 2025, we certainly won in a big way."

Channel and its subsidiaries are proud to enter 2026 with a modernized platform, a unified organization, and a clear aim for what's next. The progress achieved this year has strengthened the company's ability to serve partners with consistency and confidence, prepared to build on this momentum and pursue even greater opportunities ahead.

PRESS RELEASES

ELFA and CLFP Foundation Announce Approval of Formal Affiliation to Strengthen Talent Pipeline for Equipment Finance Industry

JANUARY 15, 2026 – WASHINGTON, DC – The Equipment Leasing & Finance Association (ELFA), the trade association representing the \$1.3 trillion equipment finance industry, and the Certified Lease & Finance Professional (CLFP) Foundation, the organization responsible for the preeminent credential for equipment leasing and finance professionals, today announced the establishment of a formal affiliation. The move follows a vote by CLFP members in good standing who approved the affiliation agreement. ELFA and the CLFP Foundation initiated the affiliation to meet the ongoing talent needs of the equipment finance industry.

“ELFA and the CLFP Foundation share a mission to ensure our workforce is well prepared, and I’m excited to formalize this affiliation,” said ELFA President & CEO Leigh Lytle. “Combining our capabilities to develop and support the people in our industry will positively amplify our collective impact and ensure the equipment finance sector has the standing it deserves as a key driver of the U.S. economy.”

“The response from the CLFP community to our affiliation with ELFA has been overwhelmingly positive, marked by pride, optimism, and thoughtful engagement,” said CLFP Foundation CEO Reid Raykovich, CLFP, CAE. “Aligning our organizations supports a single vision for a stronger, more unified equipment finance industry built on shared standards, shared values, and a shared commitment to professional excellence.”

The affiliation has several immediate and long-term goals. Initially ELFA and the CLFP Foundation will focus on continuity and integration regarding a smooth operational transition of staff and systems to ELFA, standing up the Transitional Board and the Certification Commission, ensuring all CLFPs retain their certification status without interruption, and maintaining program stability.

Longer term goals include:

- Accreditation - Pursuing American National Standards Institute (ANSI) accreditation to further elevate the credential globally.
- Global expansion - Supporting growth beyond the U.S., including the upcoming Canadian CLFP and additional international partners.
- Workforce development - Creating clear pathways from student programs and university partnerships into certification and industry roles.
- Enhanced educational offerings - Leveraging shared expertise to develop advanced credentials, specialty designations, and more robust continuing education.
- Diversity and access - Strengthening the pipeline through partnerships, scholarships, and inclusive programming.

PRESS RELEASES

Navitas Credit Corporation Strengthens Position as Market Leader, Achieves Record 2025 Originations, Surpassing \$1 Billion Annual Milestone

JANUARY 20, 2026 – GREENVILLE, SC – Navitas Credit Corp., a leader in the equipment finance industry and a wholly owned subsidiary of United Community (NYSE: UCB), proudly announces a landmark year of performance, closing 2025 with historic origination results and surpassing \$1 billion in annual originations for the first time in company history.

The milestone year reflected sustained momentum throughout 2025 and concluded with Q4 marking the strongest origination quarter in Navitas' history. These results highlight the company's continued strength as a preferred equipment finance lender, supported by disciplined execution, deep industry expertise, and ongoing investment in service and technology.

"2025 was a defining year for Navitas," said Mike Bruman, Chief Executive Officer of Navitas Credit Corp. "Reaching and exceeding \$1 billion in originations, and doing so while delivering our best year ever in 2025 is a direct result of the trust our partners place in us and the extraordinary commitment of our team. We don't measure success by volume alone; we measure it by the strength of our partnerships, the consistency of our execution, and our ability to show up when our customers need us most."

Michael Karman, Chief Sales Officer of Navitas, added, "Our record origination results in 2025 reflect the trust our customers and partners place in us and the relentless execution of our team. This milestone validates our strategy and positions us strongly for continued growth in the years ahead. Our goal is clear: to continue earning our place as the lender of choice by helping our partners win more business and grow with confidence."

As Navitas enters 2026, the company remains focused on sustained growth, continued innovation, and deepening the partnerships that have defined its success, positioning Navitas to lead the next chapter of equipment finance.

Since its founding in 2008, Navitas has financed approximately \$7 billion and supported over 100,000 businesses nationwide. With a team of more than 200 employees and a sales and service presence spanning eight locations across the U.S., Navitas combines national scale with local expertise. In February 2018, Navitas was acquired by United Community, one of the largest full-service financial institutions in the Southeast.



NAVITAS PARTNER FUNDING

A Division of Navitas Credit Corp.

PRESS RELEASES

Maxim Commercial Capital Grew Team by 21% during 2025

New COO and SVP are key to hard asset secured lender's growth plans

JANUARY 20, 2026 – LOS ANGELES, CA – Maxim Commercial Capital (“Maxim”) announced the addition of Lyndon Elam as Chief Operating Officer and Donald Cosenza as SVP of Business Development while steadily navigating the volatile economy during 2025. Maxim fuels small businesses and entrepreneurship nationwide in underserved market segments by providing loans and leases from \$10,000 to \$3 million collateralized by over-the-road trucks, trailers, construction and agricultural heavy equipment, and real estate.

“We began 2025 with an aggressive plan to invest in our most valuable asset, our people, and we are pleased to announce the expansion of our executive and operating teams,” said Michael Kianmahd, Maxim’s CEO. “Both Lyn and Don have tremendous experience, exceptional energy, and strong leadership skills to help propel Maxim into 2026 and beyond. We also expanded our operations and accounting teams with skilled, growth-minded talent to support our vision to be the nation’s preeminent alternative lender to small and mid-sized businesses.”

Founded during the 2008 financial crisis, the privately-owned lender remained a reliable funding source for small and mid-sized businesses through 2025’s market turbulence caused by shifting interest rates, an economic slowdown, disruption in the trucking markets, and tariffs. Keys to Maxim’s success over its 17 year history include its steadfast commitment to funding non-prime customers, including startups and those with challenged credit; serving as a reliable funding source for its referral network of equipment vendors and finance brokers; and offering creative funding solutions, such as no cash down transactions where the business may pledge excess equipment or real estate as collateral.

Creatively structured financings during the year included 100% purchase financing for a 20-year-old waste management company in New York with four trucks, and a pending \$1.0MM contract, to purchase a \$200K 2022 Isuzu FTR Diamond Truck outfitted for trash bin cleaning secured by a first lien on the newly purchased truck and the business owners’ home; a \$110K real estate secured term loan to refinance \$99K in high-rate MCA loans for the experienced owner of a stone and garden retail store and landscaping business, reducing the borrower’s debt service by \$2,400 per month; and a \$42K title loan on a 2020 Peterbilt 567 Cement Mixer for an experienced contractor to fund repairs on a Class 8 Day Cab purchased at auction.

Class 8 truck financings during the year comprised loans and leases for experienced and startup owner operators in 41 states across the U.S. Representative fundings included: a \$52K 2021 Peterbilt 579 with 514K miles for 25% down for an owner operator with less than two years’ time-in-business, 725 FICO, and charged off credit cards; an affordable \$29K 2018 Freightliner Cascadia 125 with 560K miles for 25% down for an experienced owner operator with a 704 FICO and late mortgage payments; and a \$42K 2020 Freightliner Cascadia 126 replacement truck for 25% down for an existing customer with a 542 FICO, late on auto payments, and collection accounts on credit cards who had totaled his previous truck.

“We are looking forward to deploying new credit guidelines in early 2026,” noted Elam. “Our committed team is eager to offer a broader and deeper credit spectrum across heavy equipment verticals to benefit borrowers and our vendor and finance broker referral partners.”

PRESS RELEASES

Amembal & Halladay Expands Consulting Offerings

JANUARY 21, 2026 – Amembal & Halladay, recognized global experts in training and thought leadership, is pleased to announce the expansion of its consulting offerings. Spearheaded by well-known industry experts Mark Belec and Tom Matlon, this service will help lessors maximize profitability by enhancing operational efficiency in back-end accounting systems.

Leveraging more than 100 years of combined industry experience, A & H supports bank, captive, and independent lessors with a unique blend of best practices and strategic insight. Its expanded services deliver a competitive edge by addressing the entire leasing process - from front office functions to back-end operations.

A robust, best practices review process is the backbone of this new offering. This process review includes a system configuration analysis, designed to ensure the application is capable of accurate third-party reporting, dynamic pricing updates and effective portfolio monitoring. Other facets include revenue enhancement initiatives and process improvement.

“By embedding best practices across the entire lease lifecycle, our clients can expect not only enhanced compliance and profitability but also a sustainable competitive advantage in a rapidly evolving industry,” stated Shawn Halladay, Senior Managing Director.

AMEMBAL & HALLADAY



PRESS RELEASES

Navitas Launches Reimagined Website and Introduces TurboTools by Navitas™, Redefining Speed and Service in Equipment Finance

JANUARY 28, 2026 – GREENVILLE, SC – Navitas Credit Corp., a leader in equipment finance and a wholly owned subsidiary of United Community (NYSE: UCB), today announced a comprehensive transformation of its digital footprint with the launch of a fully reimagined website alongside the introduction of TurboTools by Navitas™, a new suite of embedded technology solutions.

The new Navitas website delivers faster access to industry-specific resources, insights, and equipment finance products and specialized programs. With enhanced navigation and streamlined pathways, visitors can quickly move from exploration to action with confidence, creating a smooth, user-friendly experience.

TurboTools by Navitas™ takes that experience beyond the website. Bo, short for Turbo, is named for the company's turbo logo and the meaning behind Navitas; energy. Powered by its intelligence engine, TurboTools dramatically simplifies the financing process and reshapes expectations for speed and usability at the point of sale.

“This digital expansion reflects a deliberate shift in how Navitas shows up in the market,” said Jacklynn Manning, Chief Marketing Officer at Navitas Credit Corp. “We revamped our digital offerings to match the speed, sophistication, and service our partners expect from Navitas. TurboTools and our reimagined digital platform create clear market distinction by combining technology, speed, and service, delivering customers the fastest, most seamless path to equipment financing without sacrificing the high-touch service Navitas is known for. This evolution reflects who we are today and where we're going as a market leader and technology-enabled equipment finance company.”

Together, the reimagined website and TurboTools highlight Navitas' continued investment in innovation, blending advanced technology with deep industry expertise and a strong service culture. The result is a more agile, connected financing experience designed to support partners and customers at every stage of the buying process.

“TurboTools is built for speed, conversion, and scale,” said Michael Karman, Chief Sales Officer at Navitas Credit Corp. “It gives our partners modern tools that engage customers at the moment of interest, shorten sales cycles, and drive measurable results, while keeping the financing experience simple, transparent, and fast for the buyer.”

Navitas Credit Corp. is a dynamic leader in the equipment finance industry, with over 200 dedicated employees and a robust sales and service network spanning eight strategic locations nationwide. In February 2018, Navitas joined forces with United Community, one of the Southeast's largest and most respected full-service financial institutions, amplifying its reach and resources. To explore the new Navitas website and learn more about TurboTools by Navitas™, visit www.navitascredit.com.



PRESS RELEASES

PEAC Solutions Finalizes First U.S. Securitization Transaction of 2026

FEBRUARY 2, 2026 – MOUNT LAUREL, NJ – PEAC Solutions is pleased to announce the successful closing of its first Asset-Backed Securitization (ABS) transaction of 2026 on January 28, 2026. This marks the fifth securitization under the PEAC platform and the first to include collateral originating from its recently acquired businesses, PEAC US Capital, Inc., and PEAC Public Sector, Inc. These entities are trusted partners to the IT industry, providing vendor financing to government and commercial customers.

PEAC Solutions Receivables 2026-1 LLC (PEAC 2026-1) issued notes totaling \$680.8 million, backed by leases and loans primarily secured by office equipment, commercial and industrial assets, and medical equipment.

Investor demand for the transaction was robust and significantly oversubscribed, driven by continued support from longstanding investors and participation from several new entrants to the PEAC securitization platform. The transaction received top-tier ratings of F1+ / AAA and K1+ / AAA from Fitch and KBRA, reflecting the high quality of the underlying assets and PEAC Solutions' disciplined, risk-aware approach to financial management.

Mathew Petrick, Chief Financial Officer of PEAC Solutions, commented, "I continue to be both appreciative and impressed by the level of interest in the PEAC securitization platform and our expansion into new verticals and product offerings. The strong reception for our new receivables provides meaningful momentum for future transactions. As we introduce new programs to the platform, the continued support from our core investors, along with the addition of new investors, underscores the strength of our governance and execution."

PEAC Solutions continues to expand its presence in the securitization market, leveraging its growing portfolio and strategic partnerships to support long-term growth, enhance liquidity, and deliver innovative financing solutions to its customers.

NFS Capital Reports 25% Origination Growth in 2025, Driven by Transaction Volume and Vendor Expansion

FEBRUARY 4, 2026 – BEVERLY, MA – NFS Capital, LLC, a leading independent equipment finance company serving non-investment-grade businesses across the U.S. and Canada, announced today that it achieved 25% year-over-year growth in originations in 2025, reflecting continued demand for flexible, story-based financing solutions.

The company also reported a 57% year-over-year increase in transaction volume, demonstrating strong execution across new and repeat customer relationships. Vendor-driven business represented a growing share of activity, underscoring the continued expansion of NFS Capital's vendor partner ecosystem.

"Our 2025 performance reflects the strength of our platform and the trust our customers and partners place in us," said Ashley Whyman, President of NFS Capital. "As businesses navigate ongoing economic complexity, they continue to seek financing partners that can move quickly, think creatively, and structure solutions around real-world operating needs."

Growth was supported by continued activity across core verticals, including construction, healthcare, life sciences, technology, and manufacturing. NFS Capital's story-credit underwriting approach enables customized financing structures designed to support emerging, growth-stage, and turnaround businesses that may not align with traditional credit models.

"Our performance reflects a business that is built to grow," said Dana Calumby, Chief Financial Officer of NFS Capital. "With strong transaction momentum and an expanding vendor network, we're entering 2026 with confidence in our ability to support customers at scale."

As NFS Capital enters 2026, the company remains focused on expanding its vendor partnerships, delivering flexible financing solutions, and supporting businesses across North America with speed and consistency.

PRESS RELEASES

PEAC Solutions Announces Partnership with Katun to Offer U.S. Dealers a Special Financing Program

FEBRUARY 9, 2026 – MOUNT LAUREL, NJ – PEAC Solutions announced a new strategic partnership with Katun Corporation (Katun), a global leader in OEM-equivalent imaging supplies and provider of Arivia multifunction printers (MFPs) to deliver industry-leading financing options to authorized Arivia dealers across the United States.

Through this partnership, dealers can gain access to special financing and competitive rates on qualifying Katun products, giving dealers a powerful new way to help customers invest in Arivia MFP technology while accelerating sales cycles and protecting margins. The program is designed to simplify the buying process, increase close rates, and provide greater flexibility for both dealers and end customers.

“PEAC is thrilled to partner with Katun to deliver this innovative finance promotion to their dealer network,” commented Bryan Chandler, Director of Sales at PEAC. “By merging Katun’s deep industry roots with PEAC Solutions’ financial agility, we are providing dealers with the tools they need to drive growth and deliver exceptional value to their customers.”

Katun dealers can benefit from:

- Industry-leading financing for Arivia MFPs and accessories
- Aggressive blended rates when bundled with non-Arivia branded products
- Fast lease approvals and exceptional customer service
- Flexibility for larger deal opportunities
- Lease programs for new Arivia dealers

“Our partnership with PEAC Solutions reflects our ongoing commitment to delivering meaningful value to our dealer network,” said Kay Fernandez, Katun’s Vice President of Global Marketing. “By providing special financing options and competitive rates across a broad range of Katun products, we’re creating greater flexibility for dealers to meet evolving customer needs, streamline deals, and compete more effectively in today’s market.”

This partnership reflects PEAC’s and Katun’s shared commitment to supporting dealers and driving sales. Authorized Arivia dealers can learn more about this program by visiting Katun’s Katalyst Partner Portal. To learn more about becoming an authorized Arivia dealer, visit katun.com or contact your regional Katun sales manager.

Fundamentals of Finance and Income Tax Aspects of the One Big Beautiful Bill

FEBRUARY 11, 2026 – Sudhir Amembal, CEO of Amembal & Halladay, will instruct two free back-to-back webinars on April 8.

"Income Tax Aspects of the One Big Beautiful Bill" has been offered three times so far and has attracted over 400 industry professionals. The 30-minute webinar will review the impact of the July 2024 tax legislation on customers as well as on lessors and will demonstrate that the recent legislation will favor both EFAs and FMV leases, in particular the latter. Topics to be covered will include Section 179 and its limitations, bonus depreciation and its intricacies, the interest business deduction and its opportunity. The quantitative jigsaw puzzle faced by customers will be unraveled.

The above webinar will be held on April 8 at 1 pm (Mountain Time).

"Fundamentals of Finance" was offered in January and it attracted over 100 industry participants. Two concepts, present value and the internal rate of return, serve as the backbone to a host of day-to-day, real-world applications. The 30-minute webinar will review the concepts, the theory; and more importantly, their applications. Almost all, if not all, the quantitative aspects of equipment finance rely on these two concepts.

The above webinar will be held on April 8 at 2 pm (Mountain Time). For registration details, contact Kelly Farnham at kelly@amembalandhalladay.com.

PRESS RELEASES

Channel Names Robert Moskovitz CFO, Eli Sethre Appointed President of Elite

FEBRUARY 17, 2026 – MINNETONKA, MN – Channel announced today that Robert Moskovitz has joined the company as Chief Financial Officer, adding further depth to its leadership team during a period of continued expansion.

In his role, Moskovitz will oversee Channel's financial strategy, with a focus on capital markets, liquidity, and long-term growth. He will lead financial planning and analysis, funding initiatives, and capital structure decisions, ensuring the company remains well-positioned as it scales.

Moskovitz has deep experience in equipment finance and capital markets. Most recently, he served as Chief Financial Officer at Verdant Commercial Capital. Prior to Verdant, he spent 14 years as CFO of LEAF Commercial Capital, where he played a key role in growing the business, raising capital, and building financial systems to support sustained growth. "Robert is widely respected for his extensive experience and the impact he's had across the industry," said Adam Peterson, CEO of Channel. "Having someone of his caliber join Channel says a lot about the future we're building. His background and perspective come at a perfect time as we continue scaling our organization with discipline and purpose."

Moskovitz is an active participant in the equipment finance industry and has worked with policymakers and regulatory bodies on issues including tax reform, financial regulation, and lease accounting. He currently serves on the Equipment Leasing & Finance Association (ELFA) Board of Directors and its Federal Tax Committee.

As part of this leadership update, Channel also announced that Eli Sethre has been appointed President of Elite, a business unit brand that focuses on partnerships with Independent Sales Organizations and operates out of Kennesaw, Georgia. In this role, Sethre will lead Elite's working capital strategy, centered on strengthening sales and operations, expanding the product offering, and deepening relationships across its core markets.

Under new and independent ownership, Elite is entering a renewed phase of strategic vision and growth. With a proactive approach and an emphasis on long-term value creation, the business is well positioned for its next chapter. Sethre was key in identifying this opportunity and expressed a strong interest in leading Elite through this period of transformation.

Sethre joined Channel in 2016 as Chief Financial Officer, where he oversaw finance and accounting, risk analytics, portfolio management, servicing, and reporting. Prior to Channel, he founded aFundia, a data analytics and modeling firm, and previously held senior leadership roles at CAN Capital across sales and marketing, finance and business planning, and risk analytics. After nearly a decade as Channel's CFO, Sethre viewed the transition as an opportunity to broaden his leadership experience through a hands-on operational role.

"Eli has been instrumental in building the strong financial and operational foundation at Channel," said Adam Peterson, CEO of Channel. "As our organization continues to evolve, his passion for leading Elite and his deep understanding of our strategy make him the right leader to guide the business into its next phase of growth."

These leadership updates show Channel's commitment to smart expansion and long-term leadership strength.



PRESS RELEASES

CLFP Foundation Welcomes 13 New CLFPs

FEBRUARY 23, 2026 – The Certified Lease & Finance Professional (CLFP) Foundation is proud to announce that 13 individuals have recently earned their CLFP designation after successfully passing the online proctored CLFP Exam. The newest CLFPs represent a wide range of companies and roles across the equipment finance industry, reflecting a shared commitment to professional excellence and ethical standards. They are:

- 1.Seth Davis, CLFP – SVP Business Development, AP Equipment Financing
- 2.Stephen Everett, CLFP – Power BI Developer, North Mill Equipment Finance
- 3.Collin Ferguson, CLFP – Business Development Manager, Crossroads Equipment Lease & Finance LLC
- 4.Savannah Fiocco, CLFP – Manger of Communications and Organizational Development, JB&B Capital LLC
- 5.Allison Harris, CLFP – Usage Portfolio Administrator, Stryker
- 6.John Hilst, CLFP – Usage Portfolio Administrator, Stryker
- 7.Catherine Indiveri, CLFP – Senior Quality Control Specialist, First Commonwealth Bank
- 8.Sean Mannion, CLFP – AVP, Project Manager, First American Equipment Finance
- 9.Erica May, CLFP – Account Executive, JDR Solutions, Inc.
- 10.George Parker, CLFP – CEO, VenSource Capital LLC
- 11.Casey Ryan, CLFP – Communications Business Partner, DLL
- 12.Aryana, Shaheen, CLFP – Assistant Vice President Project Manager, First American Equipment Finance
- 13.Wanru Zhang, CLFP Associate – Vice President, QuickFi by Innovation Finance

Savannah Fiocco attended an ALFP this fall, and shares, “I’ve had the opportunity to work across multiple departments within the equipment finance industry – from operations to sales to marketing. That broad exposure has given me a well-rounded perspective and appreciation for how each function contributes to exceptional service. I’ve always felt that this compounded knowledge helps me better serve our clients and anticipate challenges. Pursuing my CLFP certification was a natural extension of that mindset, allowing me to deepen my expertise and strengthen the industry areas where I have knowledge gaps. I truly believe that when we silo ourselves into one area of expertise, we limit our impact and growth. Expanding our knowledge beyond our roles makes us stronger teammates and more trusted advisors.”



PRESS RELEASES

360 Equipment Finance Welcomes Kit West as Vice President of Broker Relations

FEBRUARY 23, 2026 – AUSTIN, TX – 360 Equipment Finance is proud to announce that Kit West has joined the company as Vice President of Broker Relations, reinforcing the company’s commitment to strengthening broker partnerships and driving strategic growth across the equipment finance industry.

Kit began his equipment finance career in 2020 as Business Development Director for CH Brown. During his time there, he developed a strong appreciation for the industry and built a reputation for innovative marketing, brand development, and relationship-driven growth. His leadership experience and passion for collaboration have positioned him as a respected voice within the equipment finance community.

As Vice President of Broker Relations, Kit will focus on expanding and enhancing 360 Equipment Finance’s broker network, delivering streamlined processes, and empowering partners through education and transparent communication. For Kit, broker relations encompass more than transactions—it’s about building long-term partnerships rooted in trust, service, and shared success.

Throughout his career, Kit has been an active advocate for the equipment finance industry, participating in webinars, panels, podcasts, and industry conversations to promote growth and education. Drawing from diverse professional experiences, he consistently works to simplify lending processes and improve the overall partner experience.

“Kit’s energy, vision, and genuine commitment to our broker community make him an exceptional addition to our team,” said Kip Amstutz, President, at 360 Equipment Finance. “His ability to combine strategy with relationship-building aligns perfectly with our mission to deliver exceptional service”

Kit remains grateful for the opportunities and relationships the equipment finance industry has provided and looks forward to contributing to its continued advancement in his new role at 360 Equipment Finance.



PRESS RELEASES

Regents Capital Expands Partnership with LTi Technology Solutions, Leveraging ASPIRE To Power Next Phase of Growth

MARCH 3, 2027 – OMAHA, NE – LTi Technology Solutions (LTi), a leading provider of lifecycle software for the equipment finance industry, today announced that Regents Capital has expanded its relationship with LTi by selecting the ASPIRE platform to support its next phase of operational scale, data transparency, and business growth.

Building on an existing relationship and strong familiarity with the ASPIRE system, Regents Capital selected LTi to further optimize its technology environment through a highly configurable, interoperable solution that integrates seamlessly across its core systems, including its enterprise data warehouse. The successful go-live enhances Regents Capital reporting accuracy, strengthens data transparency, and delivers consistent, enterprise-wide visibility, positioning Regents Capital to scale efficiently with faster access to reliable, actionable insights that support continued growth.

“Organizations operating at scale require more than software. They need precision, transparency, and confidence in their data,” said Tara Aasand, VP, Sales & Relationship Management at LTi Technologies Solutions. “Regents Capital familiarity with ASPIRE and a clear vision for growth made this a natural next step in our partnership. By strengthening data access, reporting accuracy, and system integration, ASPIRE provides the foundation needed to support their continued expansion and operational excellence.”

The implementation was completed on schedule and establishes a strong framework for enhanced reporting visibility, streamlined workflows, and scalable performance. ASPIRE’s core functionality, spanning originations, portfolio management, servicing, and lifecycle reporting, will support Regents Capital as it continues to grow and evolve in a competitive market.

“LTi delivered a smooth and timely implementation, and our teams worked closely together to ensure alignment from day one,” said Don Hansen, Co-Founder & CEO at Regents Capital. “Because we were already familiar with the ASPIRE platform, we were able to focus on strengthening our reporting capabilities, improving data access, and integrating with our broader technology environment. This positions us to operate with greater transparency, accuracy, and efficiency as we scale our business.”

With ASPIRE’s flexible architecture and proven core functionality, Regents Capital now benefits from:

- Enhanced access to accurate, real-time reporting and analytics
- Seamless integration with core systems and enterprise data warehouse
- Improve transparency across operations and performance metrics
- A scalable platform designed to support long-term business growth

The partnership reflects LTi’s continued role as a trusted technology partner to high-performing banks, captives, independents, and vendor finance organizations across the equipment finance industry. With more than 35 years of deep industry expertise, LTi delivers configurable, interoperable solutions that help organizations align technology with business strategy and scale with confidence.

By aligning its technology infrastructure with its growth strategy, Regents Capital is positioned to strengthen operational performance, enhance data-driven decision-making, and support continued expansion across its national portfolio.

PRESS RELEASES

Amembal & Halladay Expands Training Offerings

MARCH 3, 2026 – Amembal & Halladay announces a substantial expansion in its training offerings by adding three new seminars. The new seminars, instructed by Shawn Halladay, "Equipment as a Service", "Exploring Sale-leasebacks", and "Accounting for Leases--A Lessor Perspective," augment three existing seminars "Winning With Leasing!", "Lease Pricing & Structuring", and "Accounting for Leases--A Customer Perspective". The six seminars will be offered in May and June and will be repeated at least once a quarter.

Sudhir Amembal, CEO of Amembal & Halladay, stated "We created the first-ever equipment leasing seminar for the industry in 1978. After training tens of thousands of leasing professionals in the U.S., we concentrated our offerings outside of the U.S., mostly in emerging lease economies around the world. Two years ago, we re-entered the U.S. market by launching our flagship seminar "Winning With Leasing!". Realizing the training void in our over \$1 trillion industry, we expanded our offerings last November via a joint venture with Ivory Consulting Corporation by launching "Lease Pricing & Structuring". Over the past two years, over 1,000 leasing professionals have attended these two seminars. As we planned our move toward a fuller menu of training alternatives, we added three new seminars".

All six seminars are presented virtually, which makes them both convenient and cost effective. Shawn Halladay, Senior Managing Director of Amembal & Halladay, added "Through these seminars, A&H is continuing its tradition of bringing relevance and practical applications to the technical aspects of this complex, yet exciting industry. "

Channel Celebrates Second Year Named Best Company for Culture Award

MARCH 5, 2026 – MINNETONKA, MN – Channel is proud to announce that it has again been named the recipient of Monitor's Best Company in Culture Award for 2026, recognizing the organization's people-first approach and its commitment to building a workplace where employees feel valued, supported, and empowered to grow.

"A strong culture stems from the belief that we succeed as one. Every department contributes, and everyone plays a meaningful role in our success," said Adam Peterson, Chief Executive Officer. "When we stay aligned around shared goals, we achieve more than great results. We create a company our people are proud to belong to."

Channel's culture is grounded in cultivating strong relationships, doing the right thing, and open communication. Company-wide meetings to discuss objectives, strategic initiatives, and goal progress keeps everyone informed, reinforcing a mindset centered on winning as a team. The company is intentional about hiring individuals who align with their core values and who view success as best fostered through collaboration.

The office environment at Channel is intentionally designed to encourage team bonding. Unique spaces like Channel Hall, where team members often gather for lunch, and the MMIX Lounge, a relaxed area stocked with snacks and beverages, offer comfortable areas to recharge. From coffee-cart mornings to weekly Friday catered lunches, no week is the same in the office. Employees also have opportunities to participate in community service, both in and outside of the office, throughout the year, showcasing their focus on philanthropy and giving back to the communities in which they live and serve.

Employee growth and development are central to their approach. Through supporting industry certification programs and training courses, Channel aims to equip its team members with tools, skills, and confidence to advance their careers and embrace new challenges.

"We believe great cultures are built by investing in people," said Hannah Anderson, Director of Human Resources. "From new manager training to supporting industry certifications, we're intentional about investing in our people at every stage of their careers. I'm grateful to work with a leadership team that supports and prioritizes this investment."

This is the second consecutive year Channel has won in this category by Monitor, adding to Channel's growing list of cultural achievements, including recognition by Inc.'s Best Workplaces and Star Tribune's Top Workplaces.

PRESS RELEASES

360 Equipment Finance Welcomes Jesse Jaskolka as Collections Manager

MARCH 16, 2026 – AUSTIN, TX – 360 Equipment Finance announced that Jesse Jaskolka has joined the company as Collections Manager, bringing more than 20 years of experience in banking and collections to the organization.

In this role, Jesse will oversee collections operations and work closely with customers and partners to develop practical, relationship-driven solutions that support portfolio performance while maintaining strong client relationships.

“I’m excited to step into the role of Collections Manager at 360 Equipment Finance,” said Jesse. “Building strong relationships and finding creative, customer-focused solutions has been the foundation of my 20-year career in banking and collections. I’m eager to bring that experience to a company that shares those values and is committed to long-term success with intentional growth and a solid foundation.”

“Jesse’s depth of experience and customer-focused approach make him a great addition to our team,” said Kip Amstutz at 360 Equipment Finance. “His ability to work collaboratively with customers and partners aligns well with our commitment to service and disciplined growth.”

360 Equipment Finance continues to strengthen its team as it expands its presence in the equipment finance industry, supporting brokers, vendors, and businesses nationwide with responsive financing solutions.

PEAC Solutions Hosts 3rd Annual Charity Golf Outing in Support of Make-A-Wish

APRIL 7, 2026 - MOUNT LAUREL, NJ – PEAC Solutions brought together customers, partners, and team members on April 7, 2026, for its 3rd Annual Charity Golf Outing, an event dedicated to making a meaningful difference in the lives of children with critical illnesses. The tournament raised \$292,657 for Make-A-Wish, bringing the total funds raised through the legacy of this event to more than \$6.3 million. This milestone further strengthens PEAC Solutions’ ongoing commitment to charitable giving and community impact.

The annual event took place at the TPC Sawgrass Stadium Course, bringing together competition and a common goal, fostering an atmosphere that emphasized collaboration, generosity, and service. All funds raised from the outing will aid Make-A-Wish in providing meaningful wish experiences to children and families during times when they seek hope. “Each year, this event is a powerful reminder of what can be achieved when our community comes together with a shared purpose,” said Bill Stephenson, Global CEO of PEAC Solutions. “The continued support from our customers, partners, and team members speaks volumes, and we’re proud to contribute to Make-A-Wish and help bring moments of joy and strength to children and their families when it matters most.”

Now in its third year, the annual charity golf outing has become a cornerstone of PEAC Solutions’ philanthropic efforts. Through events like this, the company remains committed to supporting organizations that create lasting, positive change, while fostering a culture of purpose and social responsibility.

PEAC Solutions looks forward to building on the success of this year’s event and continuing to expand the reach and impact of its charitable initiatives in the years ahead.

PRESS RELEASES

Channel Earns 2026 USA TODAY Top Workplace Award

APRIL 9, 2026 - MINNETONKA, MN – Channel announces it has been named a 2026 USA TODAY Top Workplace, marking its first appearance on the national list and adding another segment to the company's ongoing recognitions for how its people experience their work and environment.

"I'm always impressed by how our team approaches the work, no matter what comes their way. They figure things out, support each other, and keep moving forward. As individuals and as a team, we focus on going home at the end of the day knowing we did our jobs well, stepped up when it mattered, and did right by our partners. That's the kind of grit and heart that makes this company what it is," said Adam Peterson, Chief Executive Officer.

Like other recognitions the company has received, this award is based on employee feedback, but each one captures a slightly different moment in time. This year's recognition reflects a workplace where employees are encouraged to ask questions, share ideas, and continue growing in their roles. Communication is open and ongoing, and leaders are approachable and involved. It speaks to an environment where people feel comfortable contributing, supporting one another, and playing an active part in how the organization moves forward.

The USA TODAY award honors organizations with 150 or more employees that have created exceptional, people-first cultures. In 2026, more than 42,000 organizations were invited to participate. The results are determined through a confidential employee survey that measures how team members feel about communication, leadership, growth, and belonging. Channel's inclusion reflects consistent feedback from its team that is practical, candid, and rooted in the day-to-day experience of their work.

"Our teams tackle challenges together, always focused on what's best for our partners and their customers. They think creatively, share ideas, ask for help when needed, and step in for each other to get things done right. It's that unity, combined with a practical, results-driven approach, that creates the culture and perspective needed to stay the course when things get tough and deliver beyond what's expected. It's how we consistently create something exceptional in the marketplace," said Ryan Schlenner, Managing Director.

This award follows Channel's recent recognition by Monitor as a Best Company in Culture, alongside continued recognition from Inc.'s Best Workplaces and the Star Tribune's Top Workplaces. Across each of these, a clear pattern emerges, from individuals to the organization, focused on doing solid work, treating people right, and gradually creating something others notice.