

## COURSE FEATURES

- **Pre-course “quiz”** – Before you start the first module, walk through a series of questions designed to demonstrate what you will learn in the course.
- **Homework assignments** – Homework assignments help you apply what you already know about your own company, or direct you to ask around to learn more.
- **Self-Checks** – Self-check exercises allow you to assess what you’ve learned, and provide you with corrective feedback for what you may have missed.
- **Case studies** – The case studies allow you to make decisions based on real-world situations and apply what you’ve learned.
- **Glossary Terms** – Access the Course Glossary to see a comprehensive list of terms, or view the module-specific glossary terms found in each module. You can also click on hyper-linked glossary terms for pop-up definitions.
- **Resources** – The Resources section provides links to websites, additional information, as well as .PDF versions of all homework assignments (so you can print and save!).
- **Course Summary and Assessment** – This module reviews the main topics covered in the course and includes a 60-question assessment to gauge how much you have learned. You must pass this assessment to receive your certificate of completion.

*“The graphics and the interactivity are excellent! The homework gives them questions to ask of the experienced people.”*

Amy Bauch, Vice President of Training and Cross-Sell, Wells Fargo Equipment Finance

## PRICING

### Individual License Costs

ELFA Members	\$350.00
Non-Members	\$700.00

### Volume Pricing for Multiple Users

Volume pricing is for employers, groups and organizations with ten or more individuals who want to take advantage of online training discounts.

### Member Price

No. of Users	Member Price
10-20 (10% discount)	\$315/each
21-40 (15% discount)	\$300/each
41-100 (20% discount)	\$280/each
101-500 (35% discount)	\$230/each
501+ (50% discount)	\$175/each

### Non-Member Price

10-20 (10% discount)	\$630/each
21-40 (15% discount)	\$595/each
41-100 (20% discount)	\$560/each
101-500 (35% discount)	\$455/each
501+ (50% discount)	\$350/each

### Contact Information

For more information about the Fundamentals of Equipment Leasing and Finance please contact:

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**ELFA**  
**Academy**  
Your Virtual Campus



# Fundamentals of Equipment Leasing and Finance

The Fundamentals of Equipment Leasing and Finance is a self-paced, online course designed to get you started in the equipment leasing and finance industry. Interactive and engaging, this course is a MUST for those new to the industry.

**ELFA**

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## Fundamentals of Equipment Leasing and Finance Overview

Discover why equipment financing is good business; follow the lifecycle of a transaction, from origination to termination; learn about the tax laws, legal issues, and accounting practices and regulations that govern the industry; and examine the various ways to structure a transaction and maximize customer satisfaction.

### Audience

The Fundamentals of Equipment Leasing and Finance is designed for those new to the equipment leasing and finance industry.

Those with more experience may use it as a reference or refresher tool.

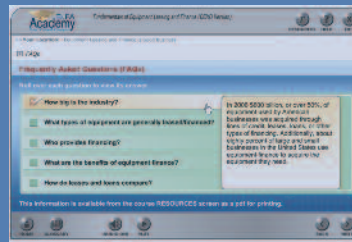
**Learning pre-requisites:** None

**Course Length:** Approximately 5 hours.

This course has a bookmarking feature, which tracks progress and allows the user to exit the course and return to where they last visited.

*“The technical and financial know-how contained in the course is a cornerstone of success in this industry. It’s comprehensive, consistent and it just makes good economic sense.”*

Jeffrey VanCleve, President  
FirstMerit Equipment Finance Inc.



## Module 1: Equipment Leasing and Finance is Good Business

Find out why equipment leasing and finance is advantageous for your customers and profitable for you. Begin to build an understanding of important concepts and terms, and get the answers to basic questions about the markets the industry serves and much more!

By the end of the module you will be able to answer the following questions:

- What is the size of the equipment leasing and finance industry?
- What types of equipment are being leased and financed?
- Who provides these services?
- Why do companies choose leasing and finance?
- How does a lease differ from a loan?

## Module 2: The Transaction Lifecycle

Learn about the parts that make up the lifecycle of a financial transaction, starting with the three main lifecycle phases: Origination, Administration, and Termination.

You'll also learn the four key questions to ask at each stage of a transaction:

- What is the **purpose** of each phase?
- Who are the **people** responsible for carrying out each phase?
- What **policies** must be adhered to?
- What **paperwork** is involved?
- See how your customer's needs help determine the financial solutions recommended by companies like yours.

Knowing the questions to ask your customers is critical to providing them with the right financial solutions.

## Module 3: Equipment Leasing and Finance by the Books

This module is an introduction to the basics of legal issues, tax rules and regulations, and standard accounting practices of the equipment leasing and finance industry.

Your learning challenge for this module:

- Identify the Uniform Commercial Code articles that govern our industry;
- Distinguish between a lease and a secured loan;
- Identify the I-R-S tax guidelines for true leases, as well as decide who gets the tax benefits from a leasing transaction;
- And finally, from the accounting perspective, determine whether a transaction is a capital lease or an operating lease, and why the difference between the two is significant.

## Module 4: Delivering Winning Solutions

Learn about the financing options available to meet your customer's needs, while delivering an acceptable profit to your equipment finance company.

Your learning challenge for this module:

- Become familiar with sources of equipment finance company profit and some of the financing options available to your customers.
- Learn about structuring: loans with typical payments and loans with uneven payments; capital and operating leases; tax and non-tax leases; rent-to-own or lease-to-own; and floating skip, step, seasonal, and usage-based leases

## Course Summary and Assessment Module

The final module provides an overview of the topics presented in the course and a course assessment. The course assessment is comprised of 60 questions relating to the four modules. You must pass the assessment in order to complete the course and receive your certificate of completion.