

Legal Forum

May 3-5, 2015 • Sheraton Nashville Downtown • Nashville, TN



Providing Legal Direction and Valuable Counsel for over 50 Years

The PREMIER EVENT for attorneys serving the equipment leasing and finance industry

The best place to OBTAIN UPDATES ON LEGAL ISSUES that impact your company

UNMATCHED NETWORKING OPPORTUNITIES with your peers in the industry.

Highlights from the 2015 Legal Forum

- **Roundtable discussions** on the following key issues: Canadian leasing; motor vehicles, syndications; bundled solutions; advanced lease negotiations; Latin America; mining, agriculture and construction; document retention; doing business with Sovereign Nations vendor programs; friendly fire: conflicts with leasing companies and manufacturers
- **Concurrent sessions** on such topics as: introduction to leasing; bankruptcy; energy; lease economics; air, rail and marine; e-leasing; cyber-security; advanced UCC; fraud; state and municipal leasing; structured leasing; federal government relations; vicarious liability
- **General Sessions** on the always popular Legal Update and Ethics

**Program
Qualifies for
CLE
Credits**

Who Should Attend

Internal and external counsel of all experience levels will benefit from this Forum

Sponsorship Opportunities

Sponsorships provide invaluable exposure for your company. Contact Steve Wafalosky at 440-247-1060 or steve@larichadv.com if you are interested in learning more about sponsoring any of the Forum events.

Schedule of Events

Sunday, May 3

6:45 am

Continental Breakfast for Golfers

7:00 am

Transportation to Hermitage Golf Course

8:00 am

ELFA Golf Tournament at Hermitage Golf Course

<http://hermitagegolf.com/>

Tee times beginning at 8:00 am.

Transportation provided to club.

Additional Fee; See General Information Section of this brochure for more details

9:45 am – 12:00 Noon

Country Music Hall of Fame®

Optional tour for attendees; Separate fee; See General Information Section of this brochure for details

2:00 – 6:00 pm

Legal Forum Registration

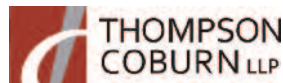
Attendee List sponsored by
Troutman Sanders



Attendee Bag sponsored by
Blank Rome LLP



Attendee Handouts sponsored by
Thompson Coburn LLP



Hotel Key Cards sponsored by
LEAN



3:00 – 4:00 pm

Concurrent Breakout Session

- **Leasing 101: The One Page Master Lease Agreement – Fact or Fiction?**

Moderator:

ALLAN B. UMANS
Pacific Rim Capital, Inc.

Panelists:

HORACE (HOB) W. JORDAN, JR.
Kingsbridge Holdings, LLC

SOPHIA KWON
Troutman Sanders LLP

JIM RECKER
TIP Capital

- **Bankruptcy – Equipment Lessors' Rights Under The Bankruptcy Code And How That May Change Under The Proposed Reformation Of Chapter 11**

Speakers will discuss the protection of equipment lessors' rights as creditors in bankruptcy cases from stay relief to locating their equipment and everything in between. Attendees will learn about the proposed changes to Chapter 11 in the ABI Final Report and Recommendations.

Moderator:

DEIRDRE M. RICHARDS
The Lamm Group

Speakers:

LAWRENCE R. AHERN, III
Brown & Ahern

HOWARD C. RUBIN
Shareholder, Kessler Collins, P.C.

- **Energy**

For both the neophyte and the experienced energy finance attorney, the discussion will cover solar, wind, and energy saving performance equipment, both transactional and regulatory aspects, and will include content from an experienced investor in the energy space.

Moderator:

MITCHELL NEIDER

Banc of America Leasing

Panelists:

PETER Y. FLYNN

Bostonia Partners LLC

MELANIE GNAZZO

Chapman and Cutler LLP

STEPHEN T. WHELAN

Blank Rome LLP

- **Lease Economics for Lawyers – An Interactive Panel Discussion (repeats Monday, 1:30 – 2:30 pm)**

What the heck is a lease rate factor, anyway? What interest rate should be used to present value future payments? How does the booked residual value (or is it the pricing residual?) impact lease payments and lease rate of return? What do you as a lawyer need to know in order to protect or enhance the profitability of your lease transactions? Attend this session to learn the answers to these questions and many more.

Moderator:

JUDY VANOSDEL

TCF Equipment Finance, a division of TCF National Bank

Panelists:

PAUL BENT

The Alta Group, LLC

J. BRUCE MASTERSON

First American Equipment Finance, a City National Bank Company

4:00 – 4:15 pm

Break

4:15 – 5:15 pm

Roundtables

When registering, remember to check the roundtables you wish to attend. Prior to the Legal Forum, attendees will be sent an email asking for topics for discussion.

- **How U.S. Lawyers View Canada**

This roundtable will take a different focus than in in pre-

vious ELFA Legal Forums. U.S. lawyers will discuss their experience and concerns in entering the Canadian market. Seasoned Canadian lawyers will discuss how these concerns can be managed.

Moderator:

JONATHAN FLEISHER

Cassels Brock & Blackwell LLP

Discussion Leaders:

JOSEPH BELLISSIMO

Cassels Brock & Blackwell LLP

BENJAMIN GROSS

Lavery, de Billy LLP

ALEXIS LEVINE

Blake, Cassels & Graydon LLP

JIM RECKER

TIP Capital

ALLAN UMANS

Pacific Rim Capital, Inc.

- **Motor Vehicle Roundtable – Keep the Wheels Moving!**

Come to hear and share war stories, thoughts, and experiences on current issues impacting the motor vehicle industry. Learn from each other's experiences to improve transactions and litigation strategies. The Roundtable will provide an update on Graves Amendment case law and a potential scenario for lessor liability falling outside the Graves Amendment.

Moderator:

BONNIE MICHAEL

Volvo Financial Services Region the Americas

Discussion Leaders:

KENT CARTER

Clark Hill PLC

KIMBERLY COSTELLO

Volvo Financial Services Region of the Americas

SHERRY LOWE JOHNSON

Clark Hill PLC

ALAN MOGOL

Ober, Kaler, Grimes & Shriver

WILLIAM E. WILSON

GE Capital Markets Group

- **Advanced Syndications: #HotTopics #EyeOpeners**

A discussion of hot, trending topics in the equipment syndications market. A range of topics related to the syndication of lease and loan paper will be discussed. Panelists encourage attendees to participate in an open dialogue with a view to discuss, as applicable, issues from both a buyer's and seller's perspective.

Moderator:

GREG POOLE
GE Commercial Finance

Panelists:

MERRICK BENN
Womble Carlyle Sandridge & Rice, LLP

ERIC GAZIN
GE Commercial Finance

BOB GEIS
CIT

- **Financing Bundled Solutions of Equipment, Services and/or Software**

A seasoned panel will lead a discussion of the up-to-date trends, hot topics and key issues for banks and finance companies which are offering, or want to begin offering, finance bundled solutions.

Discussion Leaders:

RAYMOND W. DUSCH
Cisco Systems Capital Corporation

DOMINIC A. LIBERATORE
DLL

MICHAEL J. TOBAK III
Kutak Rock LLP

5:30 – 6:15 pm

Newcomer Reception

6:00 – 7:30 pm

Opening Reception

7:30 pm until....

Dinner Free for Entertaining

Monday, May 4

7:00 – 8:00 am

Continental Breakfast

Sponsored by



8:00 – 8:45 am

Welcoming Remarks

BRIAN KESTENBAUM
ELFA Legal Committee Chair
General Counsel, LEAF Commercial Capital

State of the Industry and State of the Association

WILLIAM G. SUTTON, CAE
President and CEO
Equipment Leasing and Finance Association

8:45 – 10:45 am

General Session

Legal Developments 2015: How to Avoid the Ring of Fire

Panelists:

MARC HAMROFF
Moritt Hock & Hamroff LLP

C. LAWRENCE HOLMES
Dilworth Paxson LLP

PAMELA MARTINSON
Sidley Austin LLP

10:45 – 11:00 am

Break

11:00 am – 12:00 pm

Roundtable Discussions

When registering, remember to check the roundtables you wish to attend. Prior to the Legal Forum, attendees will be sent an email asking for topics for discussion.

- **Advanced Lease Negotiations**
(Repeats Monday afternoon, 4:00 – 5:00 pm)

Discussion Leaders:

MICHAEL BURKE
Blake, Cassels & Graydon LLP

WILLIAM CAREY
EverBank Commercial Finance, Inc.

DUSTIN LEE
Summit Funding Group, Inc.

- **Equipment Leasing in Latin America: An Interactive Roundtable Discussion**

This interactive roundtable discussion will be facilitated by seasoned in-country practitioners. The discussion will focus on legal and practical leasing issues arising in Mexico, Brazil and the Andean region of South America.

Discussion leaders:

LORRAINE CHERRICK

CSI Leasing, Inc.

MARIO ROSALES

CSI Leasing Mexico, S. de R.L. de C.V.

SIBELE SALLUM

CSI Latina Financial, Inc.

- **Trending Issues in Agricultural, Construction and Mining Equipment Financing**

Moderator:

JEFFREY KARCH

John Deere Financial

Panelists

ROBERT DOWNEY

Macquarie Equipment Finance, Inc.

BARRY MARKS

Marks & Associates, P.C.

BRITTANY OGDEN

Quarles & Brady LLP

- **To Preserve, or Not to Preserve, that is the Question!**

Technological advancements bring with it the obligation to preserve electronic documents, including electronic mail, transactional documents and other financial records. This roundtable will discuss the duty to preserve, the triggering events which may lead to such an obligation, and will explore other challenges when the duty to preserve turns into a duty to produce.

Speakers:

MICHAEL P. GALLO

Xerox Financial Services

MARK SALAH MORGAN

Day Pitney, LLP

RYAN ROBERTS

Sheppard Mullin Richter & Hampton LLP

12:00 – 1:30 pm

Hosted Luncheon

1:30 – 2:30 pm

Concurrent Sessions

- **Air, Rail and Marine: What Makes these Assets Unique?**

Moderator:

MICHAEL O'MALLEY

Citizens Asset Finance, Inc.

Panelists:

DAVID GRAYBEAL

Nixon Peabody LLP

EDWARD GROSS

Vedder Price P.C.

MARJORIE KRUMHOLZ

Thompson Coburn LLP

- **eLeasing: The Future is Here, Don't Be Left Behind**

The compelling case for utilizing electronic documents, and the latest trends, hottest topics and key issues facing finance companies who are using, or want to begin using, electronic documents in their leasing and financing transactions.

Moderator:

DOMINIC LIBERATORE

DLL

Panelists:

STEPHEN F. BISBEE

eOriginal, Inc.

RAYMOND W. DUSCH

Cisco Systems Capital Corporation

- **Lease Economics for Lawyers – An Interactive Panel Discussion (repeated from Sunday)**

2:30 – 2:45 pm

Break

2:45 – 3:45 pm

Concurrent Sessions

- **Cybersecurity: How Does Your Company Respond To This Discovery Request?**

Produce all documents relating to any written information security policy that existed prior to the Data Breach. If you have a computer or electronic device

connected to the Internet, people are attempting to hack into your financial institution or law firm. If your employees have access to sensitive written and/or electronic materials, are they adequately stored, confidentially viewed and properly destroyed? There are practical and technical solutions available to reduce the chance of a breach. Learn what you can do from a legal and insurance perspective to:

- Reduce your potential liability; and
- Respond to, and decrease the cost of, a regulatory investigation.

Speakers:

ROBERT COHEN
Moritt Hock & Hamroff LLP

JOSEPH FACCINBENE
J.A. Faccibene Assoc., Inc.

• **Advanced UCC Topics**

The panel will dive into advanced issues arising under application of UCC Articles 9 and 2A. Learn about the value and limitations of waivers of defense. Explore thoughts on whom to conduct lien searches when purchasing a lease. Subdue the very tricky priority rules in proceeds. Get the low-down on accessions and examine advanced PMSI issues.

Moderator:

RUTHANNE HAMMETT
Thompson Coburn LLP

Speakers:

BENJAMIN J. COURT
Messerli & Kramer

ROBERT IHNE
Consultant (DLL)

FRANK PERETORE
Peretore & Peretore, PC

3:45 – 4:00 pm

Break

4:00 – 5:00 pm

Roundtable Discussions

When registering, remember to check the roundtables you wish to attend. Prior to the Legal Forum, attendees will be sent an email asking for topics for discussion.

• **Doing business with Sovereign Nations: Practice Tips and Discussion Points**

Achieving a leasing deal with sovereign nations can be

a very interesting legal endeavor. Upon doing so, however, it is essential to understand the parties and issues involved. Just as when dealing with any foreign country, Native American nations have their own separate legal systems, laws and approaches to conducting business. This roundtable will provide for a general discussion about some essential legal points when dealing with a sovereign nation as well as some practical tips for the transactional and litigating attorney.

Discussion Leaders:

EDWARD RUBACHA
Jennings, Haug & Cunningham L.L.P.

JOSH HASKO
Messerli & Kramer P.A.

• **Vendor Finance Hot Topics**

This interactive session will cover such topics as blind discounts, financing of unperformed services, private label programs, progress payments, vendor representations, indemnification and revenue recognition.

Discussion Leaders:

JULIE B. BABCOCK
Key Equipment Finance

MICHAEL A. KARPEN
Troutman Sanders LLP

• **Friendly Fire and Family Feuds: Internecine Conflicts between and among Leasing Companies, Vendors and/or Manufacturers**

The panel will discuss disputes between leasing companies, vendors and manufacturers, focusing on best practices and potential pitfalls, in light of recent cases.

Moderator:

DEBRA DEVASSY BABU
Askounis & Darcy PC

Speakers:

RANDALL D. ARMENTROUT
Nyemaster Goode, P.C.

TROY C. KEPLER
U.S. Bank Equipment Finance

PATRICK M. NORTHEN
Dilworth Paxson LLP

• **Advanced Lease Negotiations (repeats from Monday morning)**

5:00 – 5:45 pm

Women in Leasing Reception

Sponsored by:



5:45 – 7:00 pm

Hosted Reception

Tuesday, May 5

8:00 – 9:00 am

Continental Breakfast

9:00 – 10:00 am

Concurrent Breakout Sessions

- **The Red Badges of Fraud, Strategies of Non-Dischargeability, and What To Do When the DA/US Attorney Comes Knocking**

This panel of in-house counsel, transactional attorneys and litigators will provide an interactive platform to consider best practices for:

- detecting leasing fraud during the diligence process, including discussion of the Brican cases;
- conducting litigation in a manner to minimize the odds that a debtor can discharge its lease debts in bankruptcy; and
- handling fraud investigations, both internally and externally when the DA/US Attorney contacts you.

The panel will conclude with a hypothetical case analysis (based on real-life events) of the pros and cons of choosing a common path with state and federal enforcement authorities.

Moderator:

MICHAEL A. LEICHTLING
Troutman Sanders LLP

Panelists

MICHAEL GALLO
Xerox Corporation

GARY GREEN
Clark Hill PLC

BRITTANY OGDEN

Quarles & Brady LLP

- **State & Local Government Finance Update**

This session will discuss the new Municipal Advisor Rule and its impact on financing; new and expanded state and municipal rules that may require leasing professionals to register as lobbyists; a brief presentation on the differences between state and local leasing and commercial leasing; and a review of what resources are available in the Association for Governmental Leasing & Finance 50 State Governmental Leasing Survey.

Moderator:

MATTHEW MCKEON
Key Equipment Finance

Presenters:

GEORGE MARDIKES
Davis Wright Tremaine LLP

BRADLEY J. NIELSEN
Kutak Rock LLP

10:00 – 10:15 am

Break

10:15 – 11:15 am

Concurrent Breakout Sessions

- **Structured Finance**

Moderator:

ALFRADO D. DONELSON
Baker Donelson, Bearman, Caldwell & Berkowitz

Panelists:

JOHN BOBER
GE Commercial Finance

DAVID HUET
GE Capital Energy Financial Services

PETER MORGAN
Winston & Strawn

KEN WEINBERG
Baker, Donelson, Bearman, Caldwell & Berkowitz

- **It's A Federal Case: ECOA, OFAC, ABS Risk Retention, Data Disclosure And Truth In Leasing**

Take a guided tour through Federal Regulations and hear a discussion regarding pitfalls emanating from inside the Beltway.

Moderator

TERESA DAVIDSON

Volvo Financial Services Region the Americas

Speakers:

ANTHONY L. LAMM

The Lamm Group

STEPHEN WHELAN

Blank Rome LLP

• **Lender and Lessor Liability**

Boats, trucks, planes, trains and other equipment – learn what every secured lender and lessor needs to know in order to assess and mitigate potential third party claims under federal and state law.

Moderator:

MITCHELL NEIDER

Banc of America Global Leasing

Panelists:

MICHAEL MULITZ

Kaye Scholer LLP

DEBORAH PROSSER

Kutak Rock LLP

11:15 – 11:30 am

Break

11:30 am – 12:30 pm

General Session

Ethics

Moderator:

PETER MORGAN

Winston & Strawn

Presenter:

CHANELLE JOHNSON

Waller

2015 ELFA Legal Committee

BRIAN KESTENBAUM

Committee Chair
LEAF COMMERCIAL CAPITAL INC.

DOMINIC LIBERATORE

Immediate Past Chair
DLL

LORRAINE CHERRICK

CSI LEASING

ROBERT COHEN

MORITT HOCK & HAMROFF

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BAKER, DONELSON, BEARMAN, CALDWELL
& BERKOWITZ, PC

JONATHAN FLEISHER

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BANC OF AMERICA LEASING

BRITTANY OGDEN

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GREG POOLE

GE COMMERCIAL FINANCE

DEIRDRE RICHARDS

THE LAMM GROUP

JUDY VANOSDEL

TCF EQUIPMENT FINANCE—
a division of TCF National Bank

ALLAN UMANS

PACIFIC RIM CAPITAL

Registration and General Information

Please register as far in advance as possible. Register by Friday, April 24, 2015 to ensure that your name appears on the list of attendees. Please note: you may also register for this conference via the Internet at ELFA Online – www.elfaonline.org/events/2015/LF/

Registration fees:

Individual: ELFA Member (1st Person)	\$1,225
Each additional ELFA Member representative	\$1,105
*First Time Attendee	\$1,050
*Non-Members	\$2,450
Spouse/Companion Fee	\$ 275
Golf	\$ 115
The Country Music Hall of Fame Tour	\$ 45
Committee Member Fee	\$ 610
Speaker Fee	\$ 610
Speaker Fee <i>(if attending only on the day of presentation/one-day only)</i>	\$ 0

***First Time Attendee Fee:** If at least one individual from your company is registered to attend this conference **at the full ELFA member rate**, and you have never previously attended the ELFA Legal Forum, you may register at the first time attendee fee. This offer is good only to individuals from ELFA member companies.

Non-Members: Please Read Carefully

1. A non-renewing, Regular Member organization will be permitted to attend one ELFA conference as a non-member and pay the applicable non-member registration fee. If the company wishes to attend another ELFA conference thereafter, it must join as a Regular Member.
2. An organization that has never been a member of the ELFA, and is qualified to be a Regular Member, is subject to the same attendance policy that applies to the non-renewing ELFA Regular Member: i.e., they will be permitted to attend one ELFA conference as a non-member and pay the applicable non-member registration fee. If the company wishes to attend another ELFA conference thereafter, it must join as a Regular Member.
3. New members will receive a discount (the difference between the non-member and member registration fee) towards their dues if they attend a conference as a non-member, pay the non-member registration fee, and subsequently join the ELFA within 60 days.

To learn more about ELFA membership and its benefits, please contact Julie Benson at jbenson@elfaonline.org or 202-238-3432.

Speaker/Committee Registration and Fees Policy

All speakers and committee members must complete and return the registration form. Speakers attending the entire conference pay half the registration fee (In this case \$610). The fee is waived for speakers who are attending only on the day of their presentation. Committee members, regardless of length of stay at the conference, pay half the registration fee (\$610). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, contact Lesley Sterling at lstirling@elfaonline.org

Spouse/Companion Fee

A spouse/companion attending any portion of the conference or social functions must be registered and must pay the spouse/companion fee (\$275). Please mark the appropriate box on the registration form. If your spouse/companion is employed in leasing and wishes to attend any portion of the conference, the full attendee (member/nonmember) registration fee is due.

Continuing Legal Education Credit

The ELFA is a recognized sponsor of continuing legal education with most State Bar Associations. Immediately following the ELFA Legal Forum, ELFA members will receive confirmation of their attendance which they can use to obtain continuing legal education credit.

Roundtable Discussions

On the registration form, remember to select the roundtables you would like to attend. Prior to the conference you will be sent an email asking for topics of discussion.



Special Social Event

Tour the Country Music Hall of Fame®
Sunday, May 3, 9:45 am – 12:00 pm

Attendees will bring country music history to life with this audio self-guided museum tour. Bill Cody, WSM radio personality, takes you on a tour through the different eras of country music and provides behind the scenes stories, insider tips, personal memories and more. Visitors are immersed in the history and sounds of country music, its origins and traditions, and the stories and voices of many of its honored architects. The story is revealed through artifacts, photographs, and text panels, with a rich overlay of recorded sound, vintage video, and interactive touchscreens. To visit their website go here: <http://countrymusichalloffame.org>. Attendees will meet in the hotel lobby and bus over to The Country Music Hall of Fame® for a two-hour audio self-guided tour.

NOTE: The fee to attend is \$45 and pre-registration is required. Please include payment with your registration fee.

Special Networking Events

Newcomer Reception, Sunday, May 3

Is this your first ELFA Legal Forum? Would you like to meet some of your peers? The ELFA Legal Committee wants you to make the best use of your time at this meeting. *NOTE: If you would like to attend the Newcomer Reception scheduled Sunday, May 3 from 5:30-6:15 pm, check the appropriate box on the conference registration form.*

Women in Leasing Reception, Monday, May 4

Sponsored by Dilworth Paxson, the Lamm Group, Askounis & Darcy and Quarles & Brady LLP

For several years, women attorneys have been meeting informally to network with one another and share business experiences. This year's reception is scheduled from 5:00 – 5:45 pm on Monday, May 4. *NOTE: If you would like to attend this reception, please check the appropriate box on the conference registration form.*

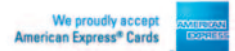
Golf

There will be a golf tournament on Sunday, May 3rd at **Hermitage Golf Course** (<http://hermitagegolf.com/>), 3939 Old Hickory Boulevard, Old Hickory, TN 37138, (615) 847-4001 beginning at 8:00 am. Transportation to the club will be provided leaving Sheraton Nashville Downtown Hotel at 7:00 am. The \$115 tournament fee includes golf, cart, range balls, continental breakfast, transportation and prizes for the winners. Lunch will be on your own and available at the clubhouse. If you are interested in playing in the golf tournament, please

check the appropriate box on the registration form and include your \$115 tournament fee. **Note: No refunds for golf cancellations will be made after Friday, April 17, 2015.** To put together or join a foursome, visit the online registration page at <http://www.elfaonline.org/events/2015/LF/Golf.cfm>.

Mail-In-Address

Mail completed registration form and payments to: ELFA, Attn: Accounts Receivable 1825 K Street, NW, Suite 900, Washington, DC 20006-1231



Register On-Line

Visit ELFA Online at www.elfaonline.org for information about this and other educational programs. Go to the Events & Training section for details on the agenda, speakers, location and registration information. You can register directly on-line via American Express, MasterCard, Discover, Diners Club or VISA on our secure server. You will receive a confirmation from the website.

Register By Fax

You may also fax your completed registration form to ELFA at (202) 478-0980. Please be sure to include the appropriate credit card information. An email confirmation will be sent to you.

Cancellations & Substitutions

Cancellation Policy

- **Refund minus \$100:** Should you need to cancel, refunds will be processed less a \$100 administrative fee.
- **No refund:** No refunds of registration fees will be given for cancellations received on or after Wednesday, April 22, 2015
- **No golf fee refund** after Friday, April 17, 2015

Please Note: Cancellations by telephone will be accepted, but must be followed up with a letter that includes the name of the ELFA staff member who accepted the cancellation. This letter may be:

- a. mailed to Janet Fianko at ELFA Headquarters: 1825 K Street, NW, Suite 900, Washington, DC 20006-1203
- b. faxed to (202) 478-0980, Attn: Janet Fianko, or
- c. emailed to Janet Fianko at jfianko@elfaonline.org

Substitutions

Substitutions for the entire program may be made at any time including on-site registration.

Photographs Taken at the Conference – Please Note the Following

Photographs of speakers and attendees may be taken at this conference. These may appear in ELFA publications or on the ELFA website. By registering for this conference, you authorize ELFA the right to use any photographs taken of you during the course of the Legal Forum.

Membership Information

If you are interested in joining ELFA, please call Julie Benson at (202) 238-3432, or check the appropriate box on the registration form. You may also email Ms. Benson at jbenson@elfaonline.org

Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060 if you are interested in becoming a sponsor for this important event:

Wifi in meeting room	\$5,000	
Electronic Materials		
Attendee Handouts	\$3,000	<i>Sold!</i>
Attendee Roster	\$3,000	<i>Sold!</i>
Conference Bag	\$4,000	<i>Sold!</i>
Hotel Room Keys	\$4,000	<i>Sold!</i>
Lanyard with Company Logo	\$4,000	
Sunday Reception	\$3,500	
Monday Reception	\$2,000	
Pens with company logo	\$3,000	
Coffee sleeves with company logo	\$3,000	
Napkins with company logo	\$3,000	
Monday Luncheon	\$2,500	
Monday Continental Breakfast	\$2,000	<i>Sold!</i>
Tuesday, Continental Breakfast	\$2,000	<i>Sold!</i>
Women in Leasing Reception	\$2,000	<i>Sold!</i>
Golf Tournament		
Individual Holes	\$500/each	
Long Drive	\$600	
Closest to Pin	\$600	
Continental Break	\$2,000	

Hotel Reservations

Sheraton Nashville Downtown - SOLD OUT

A block of rooms has been reserved for this conference at Sheraton Nashville Downtown Hotel, 623 Union Street, Nashville, Tennessee, 37219.

A special group rate of \$226 single/double (Standard Room) is available for attendees. You can make your hotel reservations on line.

Overflow Hotel:

The Hermitage Hotel

A block of rooms has been reserved for this conference at The Hermitage Hotel, 231 6th Avenue North, Nashville, Tennessee, 37219. A special group rate of \$319 single/double (Standard Room) is available for attendees. You can make your hotel reservations by calling (615) 244-3121. The Hermitage is directly next door to our conference hotel, the Sheraton Nashville Downtown.

Getting There

Both hotels are located less than a mile from the Music City Center. The hotels are in the heart of the Music City and just blocks away from the best Nashville attractions, like the historic 2nd Avenue Entertainment District, Printer's Alley, the Country Music Hall of Fame, The Ryman, and Frist Center for the Visual Arts. The hotels are 10 miles, 15 minutes, from BNA Airport. The Jarmon Shuttle bus is available every 15 minutes for \$15 per person one way, and taxis are about \$25.

Inquiries

If you have a question about this conference not related to registration, please call ELFA Professional Development at (202) 238-3400.

Email for registration inquiries:

jfianko@elfaonline.org

(Note: no registrations can be made by telephone)

Email for conference brochure:

rscoggins@elfaonline.org

Conference Registration Form

Please complete and return this registration form and mail with payment to: Accounts Receivable, Equipment Leasing and Finance Association 1825 K Street, NW Suite 900, Washington, DC 20006.

Please use one form per registrant: copy form for additional registrations. To ensure your name appears on the list of attendees **ELFA must receive your registration form and payment no later than Friday, April 24, 2015.**

Please note: you may also register for this conference via the Internet at ELFA Online at www.elfaonline.org/events/2014/LF/

Registration Fees:

Individual: ELFA Member (1st Person)	\$1,225
Each additional ELFA Member representative	\$1,105
*First Time Attendee	\$1,050
*Non-Members	\$2,450
Spouse/Companion Fee	\$ 275
Golf	\$ 115
Country Music Hall of Fame® Tour	\$ 45
Committee Member Fee	\$ 610
Speaker Fee	\$ 610
Speaker Fee <i>(if attending only on the day of presentation/one-day only)</i>	\$0

***First Time Attendee Fee:** If at least one individual from your company is registered to attend this conference **at the full ELFA member rate**, and you have never previously attended the ELFA Legal Forum, you may register at the first time attendee fee. This offer is good only to individuals from ELFA member companies.

Non-Members: Please review the non-member policy described in the General Information Section of this brochure

Speaker/Committee Fee Policy: Please refer to the General Information Section of this brochure to learn more about ELFA Speaker/Committee Registration Fees and Policies

NAME _____

NICKNAME FOR BADGE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ FAX _____

E-MAIL ADDRESS _____

Spouse/Companion Option

☐ Yes, I would like to bring a Spouse/Companion for an additional fee of \$275

Spouse Name: _____

Nickname for Badge: _____ Phone _____

Email: _____

Roundtable Discussion Groups

Please check the box of the roundtable(s) you would like to participate in. For more information, please refer to the Schedule of Events.

- ☐ How U.S. Lawyers View Canada
- ☐ Motor Vehicle Roundtable – Keep the Wheels Moving!
- ☐ Advanced Syndications: #HotTopics #EyeOpeners
- ☐ Financing Bundled Solutions of Equipment, Services and/or Software
- ☐ Advanced Lease Negotiations
- ☐ Equipment Leasing in Latin America: An interactive Roundtable Discussion
- ☐ Trending Issues in Agricultural, Construction and Mining Equipment Financing
- ☐ To Preserve or Not to Preserve
- ☐ Doing Business with Sovereign Nations
- ☐ Vendor Finance Hot Topics
- ☐ Friendly Fire and Family Feuds: Internecine Conflicts between and among Leasing Companies, Vendors and/or Manufacturers

Golf

☐ Yes, I would like to play golf on Sunday, May 3 beginning at 8:00 am. I have enclosed an additional \$115 with my registration fee for this purpose. **Please note: There are no refunds for golf after Friday, April 17, 2015.** Once you have paid, you may put together or join a foursome by visiting the ELFA website: www.elfaonline.org/events/2015/LF/Golf.cfm

Country Music Hall of Fame® Tour

☐ Yes, I will be participating in the Country Music Hall of Fame Tour on Sunday, May 3 from 9:45 am – 12:00 Noon. I have enclosed the additional \$45 with my registration fee.

Newcomer Reception

☐ Yes, I will be attending the Newcomer Reception on Sunday, May 3 from 5:30 – 6:15 pm.

Women in Leasing Reception

☐ Yes, I will be attending the Women in Leasing Reception on Monday, May 4 from 5:00 – 5:45 pm.

I'm Interested!

- ☐ Yes, I'm interested in becoming a sponsor at this conference. Please contact me.
- ☐ Yes, I would like information about my company becoming a member of ELFA

Please note the following: By registering for this conference you authorize ELFA the right to use any photographs taken of you during the course of the Legal Forum. Photographs may be used in promotional materials or stories that appear in professional publications.

For Credit Card Reservations:

FAX this form to (202) 478-0980 Attn: Meetings Dept.

☐ VISA ☐ Mastercard ☐ Amex ☐ Discover ☐ Diners Club

Total Amount to be charged \$ _____ Exp. Date _____

Card Number _____ CVV _____

Name & Address as it appears on billing statement (PLEASE PRINT)

Signature _____



Help Us Understand What You Want From Your Association!

To ensure that ELFA focuses its efforts and resources on what you do, please complete the following two sections. Note: Registration for this conference cannot be completed without this information.

Section I.

I am primarily involved in the following market (choose one)

- ☐ **Small Ticket** – Transactions under \$250,000 either individually or through lines
- ☐ **Middle Market** – Transactions between \$250,000 and \$5 million either individually or through lines
- ☐ **Financial Institutions** – Financial services companies (commercial banks, investment banks, multi-line finance companies) engaged in middle market and large ticket sectors
- ☐ **Captive & Vendor Program** – Vendor and manufacturer support activities either as a third party or captive organization
- ☐ **Service Provider** – All Associate members of ELFA. Primarily involved in providing legal, accounting, software and systems support, as well as other specialized professional services

Section II.

My Primary Job Function and Areas of Interest
(Choose no more than three)

- | | |
|---|--|
| <input type="checkbox"/> AC – Accounting and Finance (Controller, Treasurer) | <input type="checkbox"/> LG – Legal |
| <input type="checkbox"/> AM – Asset Management (Appraiser/ Equipment Remarketing) | <input type="checkbox"/> MK – Marketing (Public Relations/ Communications) |
| <input type="checkbox"/> CE – Business Head or C-level Executive | <input type="checkbox"/> OP – Operations (Administrative/ Documentation) |
| <input type="checkbox"/> CM – Capital Markets (Securitization/ Funding/Investing) | <input type="checkbox"/> PR – Pricing and Underwriting |
| <input type="checkbox"/> CO – Collections and Workouts | <input type="checkbox"/> RM – Risk Management (Credit/Insurance) |
| <input type="checkbox"/> CT – Consulting and Research | <input type="checkbox"/> SA – Sales and Business Development (Broker/Municipals) |
| <input type="checkbox"/> GR – Government (State and Federal) | <input type="checkbox"/> SN – Syndications |
| <input type="checkbox"/> HR – Human Resources (Recruiting/Training) | <input type="checkbox"/> TX – Tax |
| <input type="checkbox"/> IT – Information Technology | <input type="checkbox"/> UN – Academic (Student/ Educator) |

Confirmations will be forwarded after registrations are received and processed.



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Account #4110-0309000

Date _____ Approval Code _____ Amount _____