



Emergence2019

July 17-18, 2019
Washington, DC

Sponsored by



**Key Equipment
Finance**



THINK, ACT AND EMPOWER LIKE A LEADER



Think, Act and Empower Like a Leader

Brought to you by the Emerging Talent Advisory Council (ETAC), Emergence2019 is a two-day leadership event for emerging talent from ELFA member companies.

Who Should Attend?

This event is open to ELFA members who did not attend Emergence2018. Attendees should be those who have the ability and desire to lead, grow and make a positive impact on others. These are individuals considered to be high-potential future leaders in their respective organizations and in the industry.

To register, go to:

www.elfaonline.org/events/2019/emergence19

Registration Fee:

ELFA Member \$495

Emergence2019 Planning Committee

KAITLIN BONNER

Account Manager

Farm Credit Leasing Services Corporation

LEXIE DRESSMAN

Sales Coordinator 3

Huntington Equipment Finance

SABRINA FEST

Credit Analyst

John Deere Financial

JON GERSON

President

Executive Solutions for Leasing and Finance, Inc.

JACOB FAHL

Opportunity Development Leader

Hitachi Capital America Corp.

EMILY LATHAM-BOLT

HR Business Partner

DLL

KARA MIYASATO, ETAC CHAIR

Senior Manager, Marketing

Stryker Flex Financial

HARRISON SMITH

Investment Manager

Stonebriar Commercial Finance

RYAN VAN DE BOOGAARD

Leasing Manager

Key Equipment Finance



Emergence2019

REGISTRATION AND GENERAL INFORMATION

Register by Friday, June 28, 2019 to ensure that your name appears on the list of attendees. Please note: you must register for this conference via the ELFA website: www.elfaonline.org/events/2019/emergence19

Registration Fee: ELFA Member \$495

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 Friday, June 28, 2019.
- ELFA regrets that refunds will not be given for no-shows.

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: 1625 Eye Street, NW, Suite 850 Washington, DC 20006
- b. faxed to (202) 238-3457, 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.

Hotel Information

A block of rooms is being held for attendees of Emergence2019 at the Grand Hyatt Washington hotel, 1000 H Street NW, Washington, DC 20001, at a discounted rate of \$235 +tax. Check in time is 3:00 pm and check-out time is 12:00 pm Noon. Please call Reservations at 1 (800) 233-1234 or use the link below before the discounted room rate deadline of Tuesday, June 25, 2019. Reservations made after June 25, 2019 are based on the hotel pricing and this group rate will no longer be offered.

Make hotel reservations online here: <https://www.hyatt.com/en-US/group-booking/WASGH/G-ELFA>

Parking

Hotel parking information is available at: <https://www.hyatt.com/en-US/hotel/washington-dc/grand-hyatt-washington/wasgh/maps-parking-transportation>

Attire

Business casual is appropriate for Emergence2019 and the evening reception.

CONFERENCE COMPLIANCE

Please Note the Following

Photographs Taken at the Conference

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 Emergence2019.

Attendee Contact Information

By registering for this conference, attendees authorize ELFA to share your contact information, including but not limited to email address and telephone number with other registered attendees and sponsors.

For more information please contact Alexa Carnibella at acarnibella@elfaonline.org.

ELFA CODE OF CONDUCT

Thank you for choosing to enhance your professional development by attending this ELFA conference. One of our goals is to ensure that we promote a safe and productive environment for all conference attendees.

We invite you to help us make each ELFA-sponsored conference and live event a place that is welcoming and respectful to all participants, regardless of race, gender, gender identity and expression, age, sexual orientation, disability, physical appearance, national origin, ethnicity, political affiliation, or religion. We do not condone, nor will we tolerate harassment of our participants, including ELFA and facility staff, in any form—in person or online.

Examples of harassment include offensive comments, verbal threats or demands, sexualized images in public spaces, intimidation, stalking, harassing photography or recording, sustained disruption of sessions or events, and unwelcome physical contact or sexual attention.

We expect all participants—attendees, speakers, sponsors, volunteers, and staff—to follow the Code of Conduct during the conference. This includes conference-related social events at off-site locations and in related online communities and social media. Participants asked to stop any harassing behavior are expected to comply immediately. Conference participants violating this Code of Conduct may be expelled from the conference without a refund, and/or prohibited from attending future ELFA events, at the discretion of ELFA.

Please bring any concerns to the immediate attention of the event staff, or contact Lisa Ramirez, ELFA Vice President of Business and Professional Development, at lramirez@elfaonline.org. You may also report violations by calling call +1 202-238-3414. Thank you for your help in keeping this and all ELFA events professional, welcoming, and respectful to all.

Emergence2019
Think, act and empower like a leader!
Grand Hyatt Washington



Wednesday, July 17, 2019

11:30-Noon **Check-in**

Noon-1:00pm **Networking Lunch**

Sponsored by:



1:00pm-1:15pm **Welcome**

Ralph Petta

President & CEO

Equipment Leasing and Finance Association

Martha Ahlers

Chairman Elect, ELFA Board of Directors

President

United Leasing & Finance

Why You / Why Now – Intro & Purpose of Event

Kara Miyasato

Chairman, Emerging Talent Advisory Council

Sr. Manager, Marketing

Stryker Flex Financial

Know Your Industry

1:15pm-2:45pm **Ask a Leader Panel**

Facilitated by:

Garland Brooks

Business Enablement & Sales Optimization

Dell Financial Services

Panelists:

Martha Ahlers

Chairman Elect, ELFA Board of Directors

President

United Leasing & Finance

James Cress

Vice President & General Manager

Stryker Flex Financial

Nathan Gibbons, CLFP

Immediate Past Chairman, Emerging Talent Advisory Council
Chief Operating Officer
Innovation Finance USA

Amy Nelson

US President Healthcare, Clean Technology and Technology Solutions
DLL

2:45pm-3:00pm

Break

3:00pm-4:30pm

Equipment Leasing & Finance Foundation Overview & 2019 U.S. Economic Outlook

Facilitated by:

Alexandra "Lexie" Dressman

Assistant Vice President, Sales Coordinator 3
Huntington Equipment Finance

Kelli Nienaber

Executive Director
Equipment Leasing & Finance Foundation

Jeffrey Elliott, CLFP

Chair, Equipment Leasing & Finance Foundation
Senior Managing Director
Huntington Equipment Finance

Jeff Jensen

Senior Director
Keybridge LLC

4:30pm-5:00pm

Networking/Connecting (What it Really Is & What it Can do)

Facilitated by:

Mike Hube

VP, Syndications
Fifth Third Equipment Finance Company

5:00pm-6:30pm

Emerging Leaders Evening Event

Grand Hyatt Washington

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Thursday, July 18, 2019



6:00am **Fun Run** – enjoy the sights and sounds of the nation’s capital while getting your exercise!

8:30am-9:00am **Networking Breakfast**

9:00am-9:15am **Welcome and Recap**

Kara Miyasato
Chairman, Emerging Talent Advisory Council
Sr. Manager, Marketing
Stryker Flex Financial

Make a Difference

9:15am-9:45am **Unconscious Bias**

Facilitated by:
Emily Latham-Bolt
HR Business Partner
DLL

Kara Miyasato
Senior Manager, Marketing
Stryker Flex Financial

9:45am-10:00am **Break**

10:00am-Noon **Communication Strategies for Emerging Leaders**

Sponsored by: **stryker**

Facilitated by:
Ryan van de Boogaard
Leasing Manager
Key Equipment Finance



Speaker:
Pierre Quinn
Pierre Quinn is a leadership speaker and author of *Leading While Scared: How To Find The Courage To Keep Going* and *Leading While Green: How Emerging Leaders Can Ripen Into Effective Leaders*.

Noon-1:00pm **Networking Lunch**

Own Your Career

1:00pm-1:30pm **Mentoring/Sponsorship (Differences, Similarities & How to Participate in Either)**

Facilitated by:

Kaitlin Bonner

Associate Relationship Manager
CoBank Farm Credit Leasing

Ryan van de Boogaard

Leasing Manager
Key Equipment Finance

1:30pm-2:15pm **Developing Your Brand / Continuing Education & Lifelong Learning**

Facilitated by:

Alexandra "Lexie" Dressman

Assistant Vice President, Sales Coordinator 3
Huntington Equipment Finance

Jacob Fahl

Opportunity Development Leader, Funding & Portfolio Services
Hitachi Capital America Corp.

Sabrina Fest

Wholesale Credit Analyst
John Deere Financial

Jon Gerson

President
Executive Solutions for Leasing and Finance, Inc.

2:15pm-2:45pm **Wrap up, Closing Comments / What Next?**

Kara Miyasato

Chairman, Emerging Talent Advisory Council
Sr. Manager, Marketing
Stryker Flex Financial

Thank you to our Emergence2019 sponsors!

