

Captive and Vendor Finance Best Practices Roundtable

March 14, 2023

Hilton Palmer House - Chicago, IL



The Roundtable is open exclusively to senior executives of ELFA member captive and vendor finance leasing companies.

Daniel Willems Van Dijk, CNH Industrial Capital LLC

Best Practices Roundtables
March 14, 2023
Hilton Palmer House
Agenda

11:00am – Noon **Check-in**

Noon – 1:30pm **General Session and luncheon**
Held jointly with the attendees of the Bank, Captive and Vendor Finance, Independent and Small Ticket Roundtables.

Welcome

Ralph Petta, ELFA President & CEO
Bob Neagle, Chair, ELFA Board of Directors
President and CEO, Finova Capital

U.S. Economic Outlook

Robert F. Wescott, Ph.D.
President, Keybridge

1:30 – 1:45pm **Break**

1:45 – 4:30pm **Captive and Vendor Finance Best Practices Roundtable**

Topic 1: Captive Finance: Embracing Change and Driving Innovation in a Disruptive Market

Moderator:

Barbara King

Portfolio Manager, Equipment Leasing & Specialty Finance
Capgemini America, Inc

Panelist:

Michael Donnary

Senior Director – Banking and Diversified Financials
Capgemini America, Inc

Topic 2: Fraud prevention

Facilitator:

Deb Reuben

CEO & Founder
TomorrowZone

REGISTRATION AND GENERAL INFORMATION

Register by **Friday, February 24, 2023** 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/2023/CBP.

Registration Fees

Member registration fee \$450

Bundled Pricing:

Roundtable + Funding \$1,130 (first attendee)
Roundtable + Funding \$1,075 (additional attendee)

If you will be attending both the roundtable and the Funding Conference, please go to:
www.elfaonline.org/events/2023/NFC.

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 February 24, 2023.

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:

- mailed to Janet Fianko at ELFA Headquarters:
1625 Eye Street, NW, Suite 850, Washington, DC 20006-1203
- faxed to (202) 238-3457, Attn: Janet Fianko, or
- 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 Reservations

A block of rooms is being held for attendees of the Best Practices Roundtables at the Hilton Palmer House in Chicago, located at 17 E Monroe St, Chicago, IL in the popular theatre and financial district of Chicago and near Millennium Park. A special conference rate of \$240 plus tax, single/double occupancy, is offered to attendees. Check in time is 3:00pm, and check-out time is 11:00am. Please call Reservations at (312) 726-7500, provide your arrival and departure dates and mention ELFA Room Block in order to receive the ELFA group rate.

Make Hotel Reservations Online:

We strongly encourage you to make your Funding Conference hotel reservations online. Please use this link:
<https://book.passkey.com/go/ELFA2023FundingConference>.

Make Hotel Reservations by Monday, February 10, 2023!

Reservations after this date are based on availability and may be at a higher rate.

Continuing Professional Education (CPE) Credit

The Captive and Vendor Finance Best Practices Roundtable qualifies for 5 CPE credits.

Program Details

Prerequisite: None

Preparation: None

Level of Knowledge: Basic, Overview

Field of Study: Management: Finance

Delivery Method: Group Live

ELFA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

Attendee Contact Information -

Please Note the Following

By registering for this event, attendees authorize ELFA to share your contact information, including but not limited to email address and telephone number with other registered attendees, sponsors, and exhibitors. For more information, please contact Janet Fianko at jfianko@elfaonline.org.

Photographs Taken at the Conference -

Please Note the Following

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

ELFA CODE OF PROFESSIONAL CONDUCT

Thank you for choosing to enhance your professional development by participating in ELFA activities. Our goal is to ensure that we promote a safe, inclusive, and productive environment for all activity participants.

We ask that you help us make each ELFA-sponsored activity welcoming and respectful to all participants, regardless of their 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, or the on-premise staff at host events 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 offsite locations and in related online communities and social media. Participants asked to stop any harassing and/or noninclusive 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 +1 202-238-3414. Thank you for your help in keeping this and all ELFA events professional, welcoming, and respectful to all.

WELL-BEING PROTOCOLS

This [document](#) is regularly updated with information about plans for health and safety protocols for attendees, exhibitors and staff onsite. ELFA is monitoring the evolving public health guidance regarding large gathering settings and will continue to provide updates and additional guidance.

RELEASE AND ASSUMPTION OF RISK

As we continue taking important steps to provide for the health and safety of our attendees, we ask that you review our COVID information, wellbeing protocols, and policies below. By registering for this event, you agree to adhere to the below policies to sustain a healthy and safe environment for our attendees. It's important that we all respond responsibly and transparently to these health precautions. Any and all private health and personal data will be treated with confidentiality and sensitivity.

Because COVID is extremely contagious and is spread mainly from person-to-person contact, Equipment Leasing and Finance Association ("ELFA") has adopted preventative measures to reduce the spread of the COVID virus at its conferences and events in accordance with guidance published by the U.S. Centers for Disease Control and Prevention for events and gatherings, in coordination with event host properties. ELFA will comply with all applicable requirements imposed by state, provincial, and local health authorities for the locality in which the conference or event takes place. However, ELFA cannot guarantee that conference attendees will not become infected with COVID.

Individuals who fall within either of the categories listed below should not attend ELFA conferences or events:

- Individuals who are experiencing, or within the 14 days prior to the conference or event have experienced, [symptoms](#) associated with COVID.
- Individuals who believe that they may have been exposed to a confirmed or suspected case of COVID or have been diagnosed with COVID and are not yet cleared as noncontagious by state or local public health authorities or the health care team responsible for their treatment.

Conference and event attendees should self-monitor for [signs and symptoms](#) of COVID-19 and are asked to contact ELFA at meetings@elfaonline.org if experiencing symptoms of COVID within 14 days after participating in an ELFA conference or event.