

2024 Credit & Collections Management Conference and Exhibition

June 5-7, 2024

Philadelphia Marriott Downtown, Philadelphia, PA

Answering the Bell:

Facing Higher Defaults, Tougher Credit Approvals & Increased Fraud



Why Exhibit?

Whether it's credit on the front end or collections on the back end, these professionals do a tough and crucial job for leasing companies, and they are always looking for a way to make it easier, and make themselves more effective. This is a terrific opportunity to put your solution in front of them.

Booth Costs

Member - \$2000 per tabletop

Non-member - \$3000 per tabletop

ONE attendee registration from your company is included in the price.

Who Attends the ELFA Credit & Collections Management Conference

Senior Vice Presidents and Vice Presidents of Credit, Chief Credit and Risk Officers, Credit Managers, Credit Analysts, Documentation Specialists and Collection Managers.

Attend Your Way - Hybrid Event

New for 2024, the Credit & Collections Management Conference sessions can be attended in-person or virtually! **Attend Your Way** - Virtual or In-Person attendance, you are sure to get everything YOU want out of your conference experience at the 2024 Credit &

Collections Management Conference! *Please note—Not all sessions will be available for virtual attendees.*

Exhibit Hours

The exhibit area is open throughout the entire conference (Wednesday, June 5 - Friday, June 7) and will host beverage breaks, receptions, breakfast and be the general area to gather as attendees move from session to session. The table top exhibit area is in perfect placement to attendees to facilitate conversation and truly engage.



EXHIBIT INFORMATION

Exhibitor Registration fees:

*Member	\$2000 per tabletop
*Nonmember	\$3000 per tabletop
Additional Exhibitor	\$1,225
First-time attendee from ELFA Member company*	\$1,160
Speaker Fee - <i>Attending entire conference</i>	\$610
Spouse/Companion	\$215
Exclusive Networking Soiree & Dinner Off-Site	\$95

Virtual Member Attendee: \$595

Virtual Non-Member Attendee: \$795

*First-time Attendee Fee

The First Time Attendee fee only applies to individuals from ELFA Member companies. If you have never attended the Credit & Collections Management Conference and at least ONE other person from your company is registered, you may register at the first time attendee fee of \$1,160.

Please note:

- This is a **tabletop exhibit** and space is available on a first-come, first-served basis.
- Tables will be arranged around the perimeter of the foyer in alphabetical order according to company name.
- No advance table top assignments
- Each exhibitor is limited to maximum of two booths.

What's Included:

- 6' x 30 skirted & draped table and two chairs.
- Full exhibit registration for ONE individual from your company.
- Your company name is listed on the conference website.
- Receptions, continental breakfasts and breaks in the Exhibit Area.
- Your company name and description included in conference materials.

Mail-In-Address

Mail completed registration form and payments to:
ELFA, Attn: Accounts Receivable (CC Exhibit), 1625 Eye Street, NW, Suite 850, Washington, DC 20006.

Register By Fax or Email

You may fax your completed registration form to ELFA at (440) 247-1060 or email it to Steve Wafalosky at steve@cvmpmedia.com. Please be sure to include the appropriate credit card information. An email confirmation will be sent to you.

Additional Registrations

To register additional company representatives, please visit www.elfaonline.org/events/2024/CC and click on the Registration button. You can register directly on-line via credit card (American Express, MasterCard, Discover, Diners Club or VISA) on our secure server. You will receive a confirmation from the website once your registration is complete. Note: Registration online is highly preferred. If you require a paper registration form please contact Janet Fianko at jfianko@elfaonline.org.

Non-Member Conference Attendance Policy

1. A non-renewing, Regular Member organization will be permitted to attend one ELFA conference as a nonmember 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.

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 (\$215). Please mark the appropriate box on the registration form. If your spouse/companion is employed in the equipment leasing and finance industry and wishes to attend any portion of the conference, the full attendee (ELFA member) registration fee is due.

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, May 22, 2024**.
- ELFA regrets that refunds will not be given for no-shows.

Please Note: Cancellations by telephone and email will be accepted. Please contact Janet Fianko (202) 238-3420 or email at jfianko@elfaonline.org.

Checks may be mailed to:

Janet Fianko at ELFA Headquarters:
1625 Eye Street, NW, Suite 850
Washington, DC 20006

Substitutions

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

Hotel Information

The 2024 Credit & Collections Management Conference will be held at the Philadelphia Marriott Downtown, 1201 Market Street (guest entrance at 1200 Filbert St.), Philadelphia, PA 19107, at a discounted rate for conference attendees of \$219 +tax. The discounted rate is available until EITHER the room block sells out OR the discounted rate expires on May 14, 2024. Check in time is 3:00 pm and check-out time is 11:00 am.

Make your hotel reservations online at <https://book.passkey.com/event/50619810/owner/4125/home> or feel free to call (215) 625-2900 to make reservations over the phone.

Parking

Valet parking is available for \$66 per day. Non-Hotel guests are not guaranteed parking.

Special Networking Events

People Power Brunch

Wednesday, June 5th · 11:00 am - 12:15 pm

This event is open to all interested in improving diversity in the leasing industry! We will discuss mentoring, hiring strategies, workplace talent development and much more in an interactive, informal session. *No additional fee for conference registrants; however, we do ask that all participants register for this event through the online conference registration. Space is limited to 40 attendees.*

Sponsored by

EQUIFAX®

Founding Fathers Feast: A Night of History & Networking, at Signers' Hall

Wednesday, June 5th · 6:30 - 9:00 pm

(pre-registration and additional fee required)

Join us for an unforgettable evening at the National Constitution Center in Philadelphia! Enjoy delicious food and drinks while exploring Signers' Hall, a unique exhibit featuring life-size bronze statues of the Founding Fathers. Network with fellow attendees in this historic setting and gain insights into our nation's history. Tickets are \$95. Don't miss this opportunity to experience history come alive!

This event is NOT included in your conference registration fee. Beverages and dinner will be served. MUST

register by May 14, 2024. Transportation to and from event will be provided.



Sponsored by

EQUIFAX®

This event is NOT included in your conference registration fee and is \$95 per person. The fee includes: museum access, a buffet dinner and an open beer and wine bar.

Exhibitor Opportunities

An exhibition is held in conjunction with this conference. If you are interested in obtaining more information about exhibiting, please contact Steve Wafalosky at (440) 247-1060 or steve@cvmpmedia.com.

Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Steve Wafalosky at (440) 247-1060 or via email at steve@cvmpmedia.com if you are interested in becoming a sponsor for this important event. Below is a list of the remaining sponsorship opportunities at the ELFA Credit & Collections Management Conference and Exhibition:

Materials

Coffee Sleeves	\$2,000
Conference Pens	\$3,000
Conference bags (eco-friendly)	\$4,000
Lanyard with company logo	\$3,000
Hotel Card Keys with logo	\$3,000

Electronic Materials

Mobile App	\$3,000
Wi-Fi in Meeting Rooms	\$3,000

Breakfasts

Thursday Continental Breakfast	\$2,500
Friday Continental Breakfast	\$2,500
Sr. Management Breakfast	\$1,500

Receptions

Newcomer Reception	\$1,500
Wednesday Reception	\$3,000
Thursday Reception	\$3,000
People Power Brunch	\$2,000

SOLD

Luncheons

Thursday Luncheon	\$2,500
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Sessions

Keynote Speaker	\$4,000
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Inquiries

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

- Registration: jfianko@elfaonline.org
- Conference Brochure: rscroggins@elfaonline.org
- Speakers: ewinkler@elfaonline.org
- Exhibits & Sponsors: steve@cvmpmedia.com

CLE Credits

If you are an attorney, and would like to obtain CLE Credits for attending the ELFA Credit & Collections Management Conference, please contact Janet Fianko at (202) 238-3420 or jfianko@elfaonline.org. Prior to the conference's date, please inform Janet Fianko from which state you're seeking to obtain CLE credits.

CPE Credits

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 credits. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN 37219-2417 or (615) 880-4200. Website: www.nasba.org. Individuals will receive 13 Management credit hours for attending the Credit & Collections Management Conference and Exhibition. For further information, please go to ELFA's website: www.elfaonline.org/events/CC or contact Janet Fianko at (202) 238-3420 or jfianko@elfaonline.org.

Attire

Business casual is appropriate for the sessions and resort casual is appropriate during pre-conference and evening activities.

Membership Information

If you are interested in joining ELFA, please call ELFA Member Services at (202) 238-3432 or check the appropriate box on the registration form.

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 conference.

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, sponsors, and exhibitors. For more information please contact Janet Fianko at jfianko@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 lr Ramirez@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.

Release and Assumption of Risk

Conference and event attendees should self-monitor for signs and symptoms of COVID-19 and are asked to NOT ATTEND ELFA conferences or events if:

- * They are experiencing, or within the 14 days prior to the conference or event have experienced, symptoms associated with COVID-19 or
- * Believe they may have been exposed to a confirmed or suspected case of COVID-19 or have been diagnosed and are not yet cleared as non-contagious by state or local public health guidelines.

Contact the ELFA at meetings@elfaonline.org if any of the above apply. Any and all private health and personal data will be treated with confidentiality and sensitivity.



EXHIBITOR REGISTRATION FORM

Please complete and return this registration form and mail with payment to: ELFA, Attn: Accounts Receivable, CC Exhibits, 1625 Eye Street, NW, Suite 850, Washington, DC 20006.

Exhibitor Registration fees:

<input type="checkbox"/> *Member	\$2,000 per tabletop
<input type="checkbox"/> *Nonmember	\$3,000 per tabletop
<i>One complimentary attendee registration per exhibit tabletop</i>	
Additional Exhibitor	\$1,225
First-time Attendee from ELFA Member company*	\$1,160
Speaker Fee - attending entire conference	\$610
Spouse/Companion	\$215
Founding Fathers Feast Event	\$95

*First-time Attendee Fee

The First Time Attendee fee only applies to individuals from ELFA Member companies. If you have never attended the Credit & Collections Management Conference and at least ONE other person from your company is registered, you may register at the first time attendee fee of \$1,160.

Please note:

- Wi-Fi is included and available in the exhibit area.
- This is a tabletop exhibit and space is available on a first-come, first-served basis.
- Tables will be arranged around the perimeter of the foyer in alphabetical order according to company name.
- Each exhibitor is limited to a maximum of two tables.

What's Included:

- 6' x 30" skirted & draped table and two chairs.
- Full exhibit registration for ONE individual from your company.
- Your company name listed in ELFA's magazine, *Equipment Leasing and Finance*
- Receptions, continental breakfasts and breaks in the exhibit area.
- Your company name and description will be included in conference materials.

Exhibitor Setup & Teardown

Set Up 10:30 am - 12 Noon (Wednesday, June 5)
Tear Down 9:15 - 11:30 am (Friday, June 7)

Exhibit Hours

All functions (continental breakfast, coffee breaks and receptions) with the exception of lunch are in the Exhibit Area. Use your own judgment about when to be at your table. Security will be provided after hours since the exhibits will be in a foyer area. Exhibitors are encouraged to attend sessions. Brochure with schedule of events is available at the ELFA website: www.elfaonline.org/events/2024/CC.

What's Not Included

- phone lines
- computer rental
- electrical
- audio visual

For the above services, please refer to your exhibitor confirmation email.

Please note: Remember you can only have what fits on your table. Full standing pop-up displays are not permitted.

Point of Contact: This person will serve as point of contact and will receive all follow-up information. If not attending, this person will be responsible for forwarding information to the individual(s) who will be attending.

Exhibiting Company _____

Contact Person _____

Title _____

Address _____

Email _____

Telephone _____

Please contact me:

- ☐ I'm interested in serving on the Credit & Collections Management Planning Committee.
- ☐ Yes, I'm interested in becoming a sponsor at this conference.
- ☐ Yes, I would like information about my company becoming a member of ELFA.

- ☐ Authorization and Cancellation Policy: I have read and agree to the ELFA cancellation policy.

By exhibiting at this conference, I authorize ELFA the right to use any photographs taken of me or my exhibit area during the course of the Credit & Collections Management Conference and Exhibition. Photographs may be used in promotional materials or stories that appear in professional publications.

Registration will NOT be complete unless box is checked.

Payment Details:

FAX this form to Steve Wafalosky (440) 247-1060.

EMAIL this form to Steve Wafalosky at stevew@cvmppmedia.com

- ☐ Please invoice for check, wire or electronic payment.

- ☐ VISA ☐ MasterCard ☐ Amex ☐ Discover ☐ Diners Club

Total Amount to be charged \$ _____

Card Number _____

Exp. Date _____ CVV# _____

Name & Address as it appears on billing statement (please print)

Signature _____

1st Person (included in booth fee)

Name _____

Nickname for badge _____

Title _____

Company _____

Address _____

City/State/Zip _____

Telephone _____

E-Mail Address _____

Spouse/Companion Option:

☐ Yes, I would like to bring a Spouse/Companion for an additional fee of \$215.

Spouse Name: _____

Nickname: _____

Special Networking Events**Founding Fathers Feast Event**

(pre-registration and separate fee required)

☐ Yes, I will be attending this event on Wednesday, June 5th and I agree to the \$95 additional fee.

Best Practices Roundtables

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

☐ Bank ☐ Non-Bank

People Power Brunch (limited to 40 attendees)

☐ Yes, I will be attending the People Power Brunch on Wednesday, June 5th.

2nd Person (additional fee \$1,225)

Name _____

Nickname for badge _____

Title _____

Company _____

Address _____

City/State/Zip _____

Telephone _____

E-Mail Address _____

Spouse/Companion Option:

☐ Yes, I would like to bring a Spouse/Companion for an additional fee of \$215.

Spouse Name: _____

Nickname: _____

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To ensure that ELFA focuses its efforts and resources on what you do, please complete the following two sections.

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) |

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| <input type="checkbox"/> IT – Information Technology | <input type="checkbox"/> UN – Academic (Student/ Educator) |