

# 2025 Credit & COLLECTIONS

Management Conference and Exhibition

**June 9-11, 2025**  
Westin Tampa Waterside, Tampa, FL



ELFA

## 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

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 2025 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 (Monday, June 9- Wednesday, June 11) 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 Pre-Conference Water Taxi Tour	\$35
Exclusive Networking Soiree & Dinner Off-Site	\$95
Virtual Member Attendee:	\$595
Virtual Non-Member Attendee:	\$595

### \*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](mailto: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/2025/CC](http://www.elfaonline.org/events/2025/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](mailto: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](mailto: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

- Should you need to cancel, refunds will be processed.
- No refund: No refunds of registration fees will be given for cancellations received on or after **Monday, May 26, 2025**.
- 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](mailto: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 2025 Credit & Collections Management Conference will be held at the Westin Tampa Waterside, 725 S Harbour Island Blvd, Tampa, FL 33602, at a discounted rate for conference attendees of \$169 + tax. The discounted rate is available until EITHER the room block sells out OR the discounted rate expires on May 19, 2025. Check in time is 4:00 pm and check-out time is 12:00 pm.

Make your hotel reservations online at <https://book.passkey.com/go/ELFACreditCollection> or feel free to call (813)-229-5000 to make reservations over the phone.

## Parking

Valet parking is available for \$50 per day. Non-Hotel guests are not guaranteed parking.

### Pre-Conference Offsite Activity

**Sunday, June 8- 7:30-9:30 pm**

*(pre-registration and additional fee required)*



#### Are you arriving Sunday evening and looking for something fun?

Enjoy an unforgettable adventure on the scenic Hillsborough River with Pirate Water Taxi. Enjoy spectacular water views and sights on this two hour cruise and meet fellow conference attendees. Boarding time is at

7:15 pm, sailing from 7:30 - 9:30 pm, and will depart from the Tampa Convention Center, just a short 5 minute walk from the hotel. This is an informal event so no food or beverage is included, but feel free to go out for dinner and drinks after!

*This event is NOT included in your conference registration fee and is \$35 per person.*

### Pre-Conference Brunch

**Monday, June 9- 11:00 am -12:15 pm**

#### *Integrityland: Navigating the Path to Ethical Excellence*

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.*

Event sponsored by:

**EQUIFAX®**

### Craft Tampa: Scenic Dinner Cruise

**Monday, June 9th- 6:30-9:00 pm**

*(pre-registration and additional fee required)*

Set sail on the waterways of Tampa Bay and Clearwater aboard Craft ,and delight in a private charter ride. Enjoy a two and a half hour cruise, three course plated meal and drinks, all while networking with fellow attendees. Boarding time is at 6:00 pm, sailing from 6:30 - 9:00 pm, and will depart from the Tampa Convention Center, just a short 5 minute walk from the hotel. Experience stunning Clearwater sunsets or the bright city lights of Downtown Tampa as you sip and savor your way through our upscale cuisine and cocktails.

*\$95 per person. The fee includes: boat cruise, a plated dinner, and open beer and wine bar. This event is limited to 132 people, so register early!*



Event sponsored by:

**EQUIFAX®**

## 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](mailto: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](mailto: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	\$3,000
Conference Pens	\$3,500
Conference bags (eco-friendly)	\$5,000
Lanyard with company logo	\$4,000
Napkins	\$3,500
Hotel Card Keys with logo	\$4,500

### Electronic Materials

Mobile App	\$4,000
Wi-Fi in Meeting Rooms	\$4,500

### Breakfasts

Tuesday Continental Breakfast	\$3,500
Wednesday Continental Breakfast	\$3,500
Sr. Management Breakfast	\$2,500

### Receptions

Newcomer Reception	\$2,000
Monday Reception	\$4,000
Tuesday Reception	\$3,500

### Luncheons

Tuesday Luncheon	\$3,500
------------------	---------

### Sessions

Keynote Speaker	\$4,000
-----------------	---------

## 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](mailto:jfianko@elfaonline.org)
- Speakers: [ewinkler@elfaonline.org](mailto:ewinkler@elfaonline.org)
- Exhibits & Sponsors: [steve@cvmpmedia.com](mailto: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](mailto: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](http://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](http://www.elfaonline.org/events/CC) or contact Janet Fianko at (202) 238-3420 or [jfianko@elfaonline.org](mailto: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](mailto: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](mailto: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](mailto: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:

- ☐ \*Member \$2,000 per tabletop  
☐ \*Nonmember \$3,000 per tabletop

*One complimentary attendee registration per exhibit tabletop*

Additional Exhibitor	\$1,225
First-time Attendee from ELFA Member company*	\$1,160
Speaker Fee - attending entire conference	\$610
Spouse/Companion	\$215
Exclusive Pre-Conference Water Taxi Tour	\$35
Craft Tampa: Scenic Dinner Cruise	\$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 (Monday, June 9)
Tear Down	10:00 - 11:30 am (Wednesday, June 11)

### 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/2025/CC](http://www.elfaonline.org/events/2025/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 [steve@cvmpmedia.com](mailto:steve@cvmpmedia.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

#### Exclusive Pre-Conference Water Taxi Tour *(pre-registration & separate fee required)*

☐ Yes, I will be attending this event on Sunday, June 8th, and agree to the \$35 additional fee

#### Craft Tampa: Scenic Dinner Cruise

*(pre-registration and separate fee required)*

☐ Yes, I will be attending this event on Monday, June 9th, and 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

#### Pre-Conference Brunch *(limited to 40 attendees)*

☐ Yes, I will be attending the Pre-Conference Brunch on Monday, June 9th.

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)                       |

## 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: \_\_\_\_\_

### Special Networking Events

#### Exclusive Pre-Conference Water Taxi Tour *(pre-registration & separate fee required)*

☐ Yes, I will be attending this event on Sunday, June 8th, and agree to the \$35 additional fee

#### Craft Tampa: Scenic Dinner Cruise

*(pre-registration and separate fee required)*

☐ Yes, I will be attending this event on Monday, June 9th, and 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

#### Pre-Conference Brunch *(limited to 40 attendees)*

☐ Yes, I will be attending the Pre-Conference Brunch on Monday, June 9th.

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)                       |