

NAELB

Western Regional Meeting

Planning Committee Chair: **D. Paul Nibarger, Nibarger Associates**

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September 19-20, 2003 Hilton Irvine Hotel, Irvine, CA

SCHEDULE OF EVENTS

Friday, September 19, 2003

6:00 – 8:00 p.m.

Meet & Mingle Reception - Promenade

Enjoy cocktails and hors d'oeuvres while getting to know other industry colleagues. The Door Prize Drawing for the new book "Winning Leases with Tvalue 5" will take place during the reception as well.

Saturday, September 20, 2003

8:00 -8:45 a.m.

Continental Breakfast & Humorous Skit

9:00 – 10:15 a.m.

Concurrent Workshops

1. Winning Leases with Using Tvalue 5 - Irvine 2

Good News... You don't need to be a rocket scientist to solve interest and lease/loan calculations. Ted G. Parker, CLP, California Capital Leasing Corp. and a former UAEL President, has written a brand new book designed to save you time and effort. You will learn how to develop creative lease structures that win deals. See what's new with Tvalue 5 and how it applies to our industry.

2. California Finance Lender License:

Do you need it or not? Why? - San Clemente

Do you do leases in California? Do you hold a California Finance Lenders License? Should a commercial lender as Due Diligence insist that any Brokers they discount deals for have a license? Why not? Do you believe that you do not need one? Come to this session and have your questions answered.

Bob Robichaud, PFF Bank & Trust, Moderator
Stephen Jenkins, Hemar, Rousso & Heald, LLP
Ellen Stern, Esq.
Jeff Macdonald, Mesa Leasing

10:30 a.m. – 12:00 Noon

Exhibits- Open - Salon A - Crystal Ballroom

Designated "Networking Lounge" Open. Meet with other attendees for informal networking.

12:10 – 1:10 p.m. - Salon A - Crystal Ballroom
Lunch

Benefits Presentation

1:15 – 3:00 p.m. - Salon A - Crystal Ballroom

General Session

Be All That You Can Be (And Want To Be)

Presented by Gerry Egan, Tecsource, Inc.

An invaluable look at the value you could and should provide... to your lessees, to your vendors, and to your funders. This session will go in-depth, well beyond merely getting approvals and packaging leases. You'll learn how to identify key value-specific opportunities and how to build lasting partnerships around them; the kind of relationships that will bring stability and profitability to your own business. Building on the points covered, each table of attendees will brainstorm and discuss ways they can increase the value of service they provide to the markets they serve.

You'll learn:

- * *How you will be richly compensated by going beyond packaging and approvals.*
- * *The one thing you can provide your lessee that he can't get anywhere else – especially from his banker or accountant!*
- * *The problem you and your vendor both have that you are equipped to solve.*
- * *What you absolutely have to know to turn any lease proposal into a true value proposition – and your prospect's dying to tell it to you.*
- * *What your funder needs to know about every transaction that simply can't be found online.*

3:15 – 4:30 p.m.

Concurrent Workshops

This will be a repeat of workshops 1 & 2 from the morning session.

4:30 p.m.

Designated Networking - Promenade Lounge

Following the workshops, those who wish to do further networking should return to the Lounge