



The Alta Group<sup>SM</sup>

*Global Experience Provides Direction*



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## Sales Teams Pump Up Training for Lease Accounting Changes



Companies are training their sales and marketing teams for customer contacts as the off-balance sheet benefits of leasing diminish under the new accounting rules, notes Shawn Halladay in this [article](#) on professional development trends. Proposed U.S. tax changes and managed solutions are also driving training requests.

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## Latin Am Leasing Report Released, Conference Slated



New Alta LAR 100 Report reveals major changes in the Latin American leasing industry, says Rafael Castillo-Triana in this [announcement](#). Findings will be explored at the Latin American Leasing Conference Nov. 9-10 in Miami.

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## Podcasts Discuss Hell-or-High-Water Questions



Important changes are coming that will affect the hell-or-high-water equipment lease clause. Jonathan Fales and Paul Bent discuss basic terms, processes likely to change and the potential impact on asset management and funding in two [podcasts](#).

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## CFLA Conference to Cover Canadian Market Shifts

The [CFLA Annual Conference](#) Sept. 13-14 will cover shifts in market share and credit performance in the Canadian leasing industry, and ways that managed solutions are reshaping asset finance. Hugh Swandel and John Deane are speakers.

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## Conference Countdown

ELFA Operations & Technology  
ELFA Lease and Finance Accountants  
Sept. 11-13 Charlotte, North Carolina

ELFA Emerging Talent Networking Event  
Sept. 12 Charlotte, North Carolina

CFLA Annual Conference  
Sept. 13-14 Kelowna, British Columbia  
Speakers to include [John Deane](#) and [Hugh Swandel](#)

NEFA Funding Symposium  
Oct. 4-6 Atlanta, Georgia

ELFA Annual Convention  
Oct. 22-24 Orlando, Florida  
Speakers will include [Paul Bent](#), [Rafael Castillo-Triana](#) and [Patricia Voorhees](#)

[Latin American Leasing Conference](#)  
Nov. 9-10 Miami, Florida  
Preceded by Forum Nov. 8  
Organized by [The Alta Group LAR](#)

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