

Shari L. Lipski

Vitae

Shari L. Lipski, a Certified Lease and Finance Professional, has over 25 years of experience in lease portfolio management and lease originations. Ms. Lipski joined ECS Financial Services, Inc. in 1999 and was promoted to principal in 2004.

Ms. Lipski serves the firm by heading up business development with a direct focus on the Equipment Lease and Loan Portfolio Management Division and project development for the Tax Compliance and Accounting Divisions. Ms. Lipski also serves the firm's clients by offering an expertise in many areas including marketing and managing a lease/loan portfolio, back-office leasing company operations, business process outsourcing processing, sales and personal property tax compliance, and consulting.

PROFESSIONAL DESIGNATIONS:

- Certified Lease and Finance Professional, United Association of Equipment Lessors, 1999

PROFESSIONAL EXPERIENCE:

- Principal, ECS Financial Services, Inc., Northbrook, Illinois, from 1999 to present.
- First Sierra Financial, Inc. – 1997-1999 Responsible for managing operations in the Chicago branch office, as well as a portfolio of vendor relationships, following acquisition of Public Funding Corporation.
- Vice President, Public Funding Corporation, 1989 – 1997 a financier of small-ticket governmental equipment leases. While employed with Public Funding, Ms. Lipski held various positions including Lease Administrator, Corporate Secretary, and Vice President. In 1997, Public Funding was sold to First Sierra Financial, Inc.

PROFESSIONAL MEMBERSHIPS:

- Certified Lease and Finance Professional Foundation [CLFP]
- Business Advisory Council [BAC] *to the Streamlined Sales Tax Governing Board, Inc.*
- Equipment Lease & Finance Association [ELFA]
- National Equipment Finance Association [NEFA] *(formerly UAEL & EAEL)*
- Association for Corporate Growth [ACG]

Exhibitor and/or Participant at:

- Commercial Finance Association [CFA]
- Independent Community Bankers Association [ICBA]
- International Factoring Association [IFA]
- National Association of Equipment Leasing Brokers [NAELB]

OFFICES/POSITIONS HELD:

- 2012 Conference Committee, NEFA Funding Symposium
- 2011 Conference Chairperson, NEFA Finance Summit
- 2010-2012, NEFA Conference Committee Member
- 2008-2012, ELFA Service Providers Business Council Committee Member
 - State Government Relations Committee Member
 - Annual Convention Review Committee

OFFICES/POSITIONS HELD (CONTINUED):

- 2005-2008, Director, EAEL
- 2006-2008, Director, CLP Foundation
- 2004-present, Principal, ECS Financial Services, Inc.
- 2007 Conference Chairperson, EAEL, Fall Expo
- 2003 Conference Chairperson, NAELB
- 2002-2003, Marketing Committee Chairperson, CLP Foundation
- 2001-2004, Director, Mid-America Association of Equipment Lessors
- 1998 Illinois Regional Chairperson, UAEL
- 1993-1997, Vice President, Public Funding Corporation

PROFESSIONAL EDUCATION

- 2008 – 2012, Institute for Leasing Professionals, United Association of Equipment Lessors and Certified Leasing Professional Foundation, Instructor
 - 2008, Cleveland, Ohio
 - 2009, Monterey, California
 - 2010, Dallas, Texas
 - 2010, Atlanta, Georgia
 - 2011, Scottsdale, Arizona
 - 2012, San Diego, California
- 2004 – Sales/Use Tax and Personal Property Tax Compliance Instructor, Equipment Leasing Association's Principles of Leasing II Workshop, Chicago, Illinois

PUBLICATIONS

- "It's A Dog's Life.", Lipski, Shari L., (NEFA, Newslines July/August Issue 2009)
- "Of Paramount Importance...Testing the Strength of Your Portfolio", Lipski, Shari L., Vol. 32 No 8, (Monitor September Issue 2005)
- "Now More Than Ever...As State Revenue Departments Grow Hungrier, Tax Compliance Strategies Gain Importance", Lipski, Shari L., Vol. 32 No 4, (Monitor April Issue 2005)
- "Section 179: Potential Selling Tool?", Lipski, Shari L., and Bonanno, Esq. Joseph G., Vol. 29 No. 2 (Monitor February Issue 2002)