

Shari L. Lipski

Shari L. Lipski, a Certified Lease Professional, has over 20 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 Lease 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 portfolio, back-office leasing company operations, sales and personal property tax compliance and consulting.

PROFESSIONAL DESIGNATIONS:

- Certified Lease 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 Professional Foundation
- Equipment Lease & Finance Association
- Independent Community Bankers Association
- National Association of Equipment Leasing Brokers
- National Equipment Finance Association (*formerly UAEL & EAEL*)

OFFICES/POSITIONS HELD:

- 2008-present, NEFA Sponsorship Committee Member
- 2008-present, ELFA Service Providers Business Council Committee Member
 - 2008-present, ELFA State Government Relations Committee Member
 - 2008-present, ELFA Annual Convention Review Committee
- 2005-2008, Director, Eastern Association of Equipment Lessors
- 2006-2008, Director, Certified Lease Professional Foundation
- 2004-present, Principal, ECS Financial Services, Inc.
- 2007 Conference Chairperson, Eastern Association of Equipment Lessors, Fall Expo
- 2003 Conference Chairperson, National Association of Equipment Leasing Brokers
- 2002-2003, Marketing Committee Chairperson, CLP Foundation
- 2001-2004, Director, Mid-America Association of Equipment Lessors
- 1998 Illinois Regional Chairperson, United Association of Equipment Leasing
- 1993-1997, Vice President, Public Funding Corporation

PUBLICATION AND PROFESSIONAL EDUCATION:

- 2008 – Institute for Leasing Professionals, United Association of Equipment Lessors and Certified Leasing Professional Foundation, Instructor, Cleveland, Ohio
- "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)
- 2004 – Sales/Use Tax and Personal Property Tax Compliance Instructor, Equipment Leasing Association's Principles of Leasing II Workshop, Chicago, Illinois
- "Section 179: Potential Selling Tool?", Lipski, Shari L., and Bonanno, Esq. Joseph G., Vol. 29 No. 2 (Monitor February Issue 2002)