

EDUCATION TRENDS

SFNet Announces Secured Finance Certified Professional Program: Elevating Standards in the Industry

BY MICHELE OCEJO

In the dynamic world of secured finance, maintaining an edge is paramount. To meet the evolving needs of the SFNet community, we are launching an innovative and comprehensive certification program in June 2024. The Secured Finance Network's Secured Finance Certified Professional (SFCP) Program is designed to equip individuals with the knowledge and skills, necessary to excel in asset-based lending and factoring.

Program Overview

"For SFNet members, having certified team members will increase proficiency while demonstrating a commitment to professionalism and higher standards" said Rich Gumbrecht, SFNet CEO.

SFCP certification adds value to an organization's training investment by aligning it with industry-recognized standards, enabling employees to gain in-depth expertise, leading to improved decision-making, risk management and problem-solving skills for the business.

"The Program aims to set the 'gold standard' for professionals in asset-based lending and factoring, recognized in the industry as a credential to which professionals will aspire and consider as a valuable career achievement," said Vince Mancuso, SFNet certification chair, and managing director, Haversine Funding.

The SFCP Program offers a diverse curriculum tailored to various aspects of secured finance, catering to both entry-level and mid-career professionals. With a range of courses covering topics such as ABL, factoring, portfolio management, underwriting, business development, financial statement analysis, workouts, bankruptcy, leadership strategies, delegation, and conflict management, participants have the flexibility to choose the path that aligns with their career goals and interests.

Certification Requirements

To obtain the SFCP certification, participants must fulfill the following requirements:

- SFCP certification is available for national SFNet members only. Participants must apply online and pay a non-refundable testing fee.
- Complete five required curriculums within 18 months, covering a range of topics relevant to secured finance.
- Pass the SFCP exam with a minimum score of 80%. The exam consists of 100 highly curated multiple-choice questions and assesses competency in core curriculums.

Curriculum Highlights

Participants choose from a list of foundational courses that provide a comprehensive understanding of the industry landscape, transaction structures and risk management strategies, as well as advanced courses that delve into topics like portfolio management, underwriting methodologies and leadership strategies.

Certification Benefits

Earning the SFCP certification offers numerous benefits, including:

- The SFCP certification distinguishes individuals as knowledgeable and skilled professionals in secured finance, setting them apart in a competitive market.
- It validates the expertise and commitment of professionals to uphold industry standards and best practices.
- SFCP certification signifies professionalism and dedication to continuous learning and development.
- Holding the SFCP certification enhances professionals' profiles and opens doors to new opportunities for career advancement and recognition.
- The certification adds tangible value to organizations by aligning their training investments with industry-recognized standards and enhancing employees' skills and decision-making capabilities.

Program Governance

The SFCP program is governed by a dedicated committee composed of SFNet members from various sectors of the industry. The committee sets strategic direction, establishes policies and procedures, oversees examination processes, and ensures continuous improvement and adherence to industry standards. The 2024 Committee includes:

- Matt Begley, Republic Business Credit
- Tina Capobianco, J D Factors
- Ellen Cook, Cortland Capital Markets Services
- Tammy Kemp, Garrington Group
- Vince Mancuso, Haversine Funding
- Mignon Winston, Great Rock Capital

"The launch of SFNet's Secured Finance Certified Professional Program marks a significant milestone in the industry, providing professionals and their employers with a pathway to excellence and recognition, said Tina Capobianco of J D Factors, who is chair of SFNet's Education Committee. By upholding rigorous standards, promoting continuous learning, and fostering a community of distinguished peers, the SFCP Program will elevate the standards of secured finance and empower professionals to thrive in a dynamic and competitive landscape. Are you ready to take your career in secured finance to the next level? Join the SFCP Program and embark on a journey of professional growth and success. For questions and details, contact Denise Castagna at dcastagna@sfnet.com or visit sfnet.com. [📄](#)

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