

Embrace the Unlimited Career Potential of the Equipment Finance and Leasing Industry

The equipment finance and leasing industry has evolved over the past four decades, presenting both challenges and opportunities. As innovative technologies and market shifts continue to reshape the landscape, professionals in this field have the chance to experience significant career growth and income potential. With the industry once again poised for expansion and innovation, 2025 presents an exciting time for those willing to embrace change, invest in learning and adapt to new developments.

By Scott Wheeler, CLFP

Over the past four decades, I have experienced many changes in the commercial equipment finance and leasing industry. There have been multiple challenges and financial disruptions along the way. However, new opportunities and career advancements always emerged to provide new learning experiences, new avenues of success, and greater income potential. The commercial equipment finance and leasing industry has been, and remains, a dynamic career opportunity for professionals willing to embrace change and provide superior financial products to businesses throughout the U.S. economy. The industry is once again on the cusp of expansion, innovation and full-throttle participation in economic and technological advancements. Overall, 2025 is an exciting time to be a participant in the commercial equipment financing and leasing arena.



Scott Wheeler, CLFP
Wheeler Business Consulting, LLC

The commercial equipment finance and leasing industry fuels economic advancements by providing funds to growing businesses throughout the economy. Professionals in every aspect of the financing and leasing process (credit, sales, operations, accounting, legal, portfolio management, etc.) contribute to moving the economy forward – helping businesses use technology, improve medical advancements, and moving goods via rail, planes and trucks. The industry:

- Funds office automation – creating greater employee efficiencies.
- Funds medical advancements that conduct research and

deliver lifesaving treatments.

- Funds manufacturing progress which allows the U.S. to compete globally.
- Funds energy projects to provide more resources to satisfy growing demand.
- Funds small businesses – allowing them to employ more people.
- Provides access to capital to a broad range of industries, businesses and equipment types.

The efforts, activities and services of industry professionals are of vital importance to the U.S. economy and there is more to be accomplished. The outlook is strong for current and new industry participants to experience sustainable and prosperous careers over the coming decades. The industry has always provided above-average incomes and the ability to create personal wealth for those professionals who are leaders in the industry; those industry attributes will only improve as the industry continues to grow along with the U.S. economy and provide capital to small, medium and large businesses.

The question most often asked is, “How does a professional advance his/her career and become an industry leader?” The answer is quite simple: learn every aspect of the business and be part of constructive industry advancements. The industry thrives on innovation, creativity and flexibility.

Below are a few lessons I have learned over the past four decades:

- The best credit professionals understand sales.
- The best sales professionals fully understand credit.
- Bigger is not always better (bottom-line results beat top-line numbers).

- Quality assets always create sustainability.
- The equipment matters.
- The competition is neither always right nor always wrong – learn from your competition.
- Being “fast” is nice, but making the “right” decisions is essential.
- Vendors and end-users will provide real time invaluable education.
- Cash-flow benefits (structure) win more transactions than lower rates.
- The market sets yields, not individual companies.
- Success requires data and efficiency (collecting data is different from using it efficiently).

“
The industry celebrates success and encourages professionals to expedite their career achievements.”

The above lessons learned are critical in advancing a career and maximizing income potential. The commercial equipment finance and leasing community, associations and leaders (internal and external), provide tremendous support and are available to help up-and-coming professionals succeed. Irrespective of a professional's current position within his/her company or the industry, there is always a higher level to aspire to and multiple paths to grow and flourish within the industry. The industry celebrates success and encourages professionals to expedite their career achievements.

There are multiple opportunities to expedite personal success including, but not limited to:

- Participating in industry associations.
- Mentoring younger professionals.
- Obtaining your certification (CLFP).
- Volunteering to “give back” to the industry.
- Advocate for the industry.
- Protecting the sustainability of your company and the industry.

My first industry event was in 1984, and it opened my eyes to the actual career potential within the commercial equipment finance and leasing industry. I quickly realized the size and scope of the industry, the available community support, and


the multiple paths which were available to succeed over a long-term career. I have consistently attended NEFA (formerly EAEL) events since 1989. I have learned something new from every event and established relationships with peers who were able to lift me at every stage of my personal development. There have been multiple exchanges during NEFA events that helped me to win more business, mitigate major

challenges and expedite my career. Often during my career, competitors have eventually become my best partners and closest allies (NEFA membership is comprised of complementary professionals). Wheeler Business Consulting was launched in 2008 because of in-depth discussions and mentorship from other NEFA members. It was the encouragement of my peers that allowed my business to be launched and to flourish over the past seventeen years. The community has always supported my efforts; and I am appreciative.

Young professionals have an incredible career opportunity in front of them. They will experience continuous change over the coming years. They will experience new equipment introduced into the economy. They will experience tremendous technological changes in the solicitation, processing and funding of transactions. They will experience greater demands from both vendors and end-users to improve both products and services. They will experience new entrants (and capital resources) into the industry and the withdrawal of companies that are unable to adapt to the changing economic environment. They will experience multiple increases and decreases in market rates, delinquencies and products. And finally, they will experience an ever-changing, exciting and highly lucrative career. I know this to be true because I have experienced the same over the past decades.

My suggestions to all participants currently involved in or considering the equipment finance and leasing industry as their career choice are as follows:

- Embrace change.
- Embrace technology.
- Think boldly.
- Do not sweat the small stuff – think and act long term.
- Always pursue the next level of success
- Learn something new every day.
- Build a strong network of stakeholders (clients, peers, competitors).
- Have fun – enjoy the process.

I am excited for the next generation of professionals in the commercial equipment finance and leasing industry and am confident in the industry's ability to provide capital and fulfill the equipment needs of businesses throughout the U.S. economy for many decades to come. 

ABOUT THE AUTHOR: Scott Wheeler, CLFP, is President of Wheeler Business Consulting LLC.

