

Who is NEFA?

Let's Meet Some NEFA Members...



NEFA Members are either Regular Members (about 60%) or Services Members (about 40%). You might think of Regular Members as finance business originators and Services Members as firms who join specifically to market goods or services (funding; accounting; legal; software, etc.) to them. How you use your NEFA Membership, determines if you're a Services Member or not.

NEFA Members tend to be well established, successful and looking to take their business to even greater levels. They're mostly privately owned and many are still managed by the original founders. We also have many bank owned and other captive companies.

NEFA Memberships are company memberships with multiple participants in most companies.

Let's meet some typical NEFA Members...

Hi, I'm a broker.

I've been brokering transactions for a while now and have enjoyed some good success developing referral sources and marketing channels, packaging credits and creating effective vendor programs.

I may have salespeople who work for or through me and I'm looking for ways to take my business to another, more sustainable level.

I'm a part of NEFA because I can learn from more experienced professionals and connect with leading edge funding sources and service suppliers.



I'm a lessor.

I own or manage a portfolio of transactions and have made the investment and commitment to developing the back-room and management skills and team necessary to do so.

Things are always changing, though, and I'm always looking for better ways to do things and grow my business. New funding opportunities and business services are of vital interest to me.

NEFA provides me both a place to connect with peers and place to expose my employees to some valuable training and important connections.



I'm a finance professional

I may do working capital, cash advance, or any of a whole host of alternative business financial transactions for my clients. I'm in a proven niche and my business is growing.

I like to meet with other industry professionals and I look for synergies between what I do and what they do.

NEFA connects me to other successful people and that challenges me to be better and helps me grow.



I'm a funding source

I might be an independent, a part of a bank, owned by an investment firm or anything else but what I have is money to employ and I need consistent, trustworthy originators. I may buy one-off transactions or whole portfolios, fund anything from investment grade to startups or storied credits, have a specialty or be a generalist. I look for partners who take the time to understand what I can do and help me do it.

I like NEFA because I connect with originators who are successful and think long-term.



Hi, I'm a service provider

I may be an accountant, a lawyer, have software, marketing or management tools but I help my partners protect and grow their businesses using the latest laws, tools and industry intelligence.

NEFA Members are good prospects for me because they've already demonstrated a willingness to invest in the long-term future of their business.

In addition to the brokers, lessors and other originators, I can also help many of the funding sources and other service providers.

