



**INTERNATIONAL FACTORING
ASSOCIATION**

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International Factoring Association Introduces Account Executive Certification Program

Pismo Beach, CA– April 10, 2013 – The International Factoring Association (“IFA”) today announced that they have launched a professional certification program for Account Executives involved in factoring and receivables based finance. It is the first certification program of its kind for the receivable based finance industry, and those who complete it will receive the Certified Factoring Account Executive designation.

Certification applicants must sit for a 100 question exam that will be administered in over 375 locations across the United States and Canada. The IFA Account Executive Certification exam measures a candidate’s competency and skill in the factoring profession. Those competencies and skills, and the weight each should receive in the exam, were determined through a rigorous process that involved the participation of a dozen industry professionals nationwide, assisted by credentialing experts hired by the IFA.

“We’re very excited to be rolling out the first certification program,” said Bert Goldberg, IFA executive director. “Having a way to measure an individual’s knowledge base and skills will have a positive impact on the industry as a whole.”

In order to achieve formal accreditation, an enormous amount of effort went into creating the program. Volunteer Subject Matter Experts (SME) spent a considerable amount of time defining the knowledge base, outlining multiple subjects and categories and developing a job analysis that encompasses core competencies for the account executive role. Once the knowledge base was thoroughly vetted, the SMEs were trained to author the exam questions to ensure the person taking the exam would be able to make sense of the questions and then be able to choose from a list of multiple responses. The SMEs included a mix of traditional and non-traditional practitioners.

“We were fortunate to have some of the most respected names in the industry as SMEs,” Goldberg continued. “They worked hard over multiple sessions and gave up their valuable free time to help the Association.”

To pass the test an individual must be able to demonstrate that they possess, at a minimum, a basic level of competency among the subjects included in the exam. There are no academic qualifications required but each candidate must have a minimum of two years of job-related experience, adhere to the IFA’s code of ethics and receive a passing grade.

The IFA is the leading provider of training for the factoring industry and thousands of factoring and secured lending professionals have taken advantage of their instructor-led training programs and teleconferences since the IFA was founded in 1999. The IFA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. The IFA also offers continuing legal education (CLE) credits for approved programs.

For more information on the program or to take the exam, please contact Darla Auchinachie at 805-773-0011 Ext. 303.

About the International Factoring Association

Headquartered in Pismo Beach, California and with over 415 corporate members, the International Factoring Association is the largest association of commercial finance companies in the world. Members include factoring companies, asset based lenders and other receivables finance companies. Since 1999, the International Factoring Association has provided a forum for member organizations to meet and discuss issues and concerns, share best practices, disseminate information and promote a single voice to the marketplace. The principal spokesperson for the factoring and receivables finance industry is the International Factoring Association’s Bert Goldberg. For more information, visit www.factoring.org.