

# FULL-SOLUTION FINANCING FOR LAW FIRMS

Law firms must maintain the latest technology, workspaces, and systems to succeed in a highly competitive industry. First American Equipment Finance offers a full spectrum of financing solutions to help your firm support innovation and drive growth.



## TECHNOLOGY

Computers  
Servers  
Phone Systems  
Printers, Copiers & MFDs



## OFFICE BUILDOUTS

Design Fees  
Furniture & Fixtures  
AV & Security Equipment  
Construction Costs



## SOFT COSTS

Software Licenses  
Implementation Costs  
Annual Subscriptions  
Insurance Premiums

## PROVEN EXPERIENCE

### FURNITURE & IT UPGRADES

NY Firm | Am Law 100

Furniture and IT upgrades for multiple office locations that allowed the firm to preserve cash and maintain working capital

**\$6.3MM**

### OFFICE BUILDOUT

WV Firm | 325 Attorneys

Combined all buildout costs of new headquarters office space into one lease that maximized tax benefits for the firm

**\$3.1MM**

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## FOCUSED ON THE LEGAL INDUSTRY

With an exclusive focus on law firms, our team's industry alignment helps us understand emerging trends and opportunities relevant to you. This deep knowledge and experience allow us to provide customized solutions to address your most pressing challenges.

**\$4.7 Million**

CA Firm, Am Law 100

The firm employs a leasing strategy to maintain up-to-date technology assets across all of its U.S. and international offices.

**\$23.7 Million**

MA Firm, Am Law 200

Utilizing a tax lease to achieve tax benefits and conserve cash, the firm renovated their Boston HQ office and built a new NYC office.

**\$3 Million**

CA Firm, Am Law 50

The firm strategically financed their Microsoft licenses to spread the cost over 12 months, which reduced the monthly payment and preserved cash flow.

**\$4.4 Million**

NY Firm, Am Law 100

Servers are leased under a 3-year term to spread out the monthly payments and better align technology to partner use.

**\$5.2 Million**

D.C. Firm, 280 Attys.

All IT hardware is leased on a 2-5 year refresh cycle and purged in alignment with NIST standards.

**\$300,000**

NY Firm, 42 Attys.

Our program helped the firm finance their insurance premium, enabling them to spread the cost out and benefit from the carrier's discount.

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# First American At-A-Glance



## Strength from Structure

Headquartered in Rochester, NY, First American Equipment Finance provides leasing and financing for thousands of commercial borrowers nationwide.

With three decades of experience, our strength and stability is supported by our structure as a wholly owned subsidiary of City National Bank, a financial institution with \$94B in assets.<sup>1</sup> City National® is a subsidiary of Royal Bank of Canada (RBC), a top 10 bank globally based on market capitalization.<sup>2</sup> This position gives us the means to offer comprehensive equipment financing solutions delivered by industry-aligned specialists.

**Confidence to move your financing forward, powered by decades of consistent performance.**

## Equipment Finance Portfolio (\$ in billions)



### City National Bank (\$USD)

Q4/2024<sup>1</sup>

Assets	\$93.75B
Credit Rating	Moody's A2 <sup>3</sup>

For information on our parent company, [visit cnb.com](https://www.cnb.com)

### RBC (\$CAD)

Q4/2024<sup>2</sup>

Assets	\$2.13T
Credit Rating	Moody's Aa1 <sup>4</sup>

For information on our ultimate parent company, [visit rbc.com](https://www.rbc.com)

<sup>1</sup>City National Bank, At-A-Glance Q4 2024, <sup>2</sup>RBC, RBC at a Glance – Q4/2024, <sup>3</sup>Represents Moody's Issuer Rating, <sup>4</sup>Ratings (as at December 3, 2024) for senior long-term debt issued prior to September 23, 2018 and senior long-term debt issued on or after September 23, 2018, which is excluded from the Canadian Bank Recapitalization (Bail-in) regime.

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# Meet Karen Leastman



## KAREN LEASTMAN

RELATIONSHIP MANAGER



Karen works with law firms nationwide to help them achieve their financial goals.

Karen Leastman is a Certified Lease & Finance Professional (CLFP) with over 20 years of legal industry experience. Since joining First American Equipment Finance in 2003, she's played a pivotal role in expanding the company's legal team, providing tailored financing solutions for over 330 law firms nationwide—including prestigious Am Law 100 and 200 firms.

Karen stays closely connected to her clients' needs and emerging industry trends through her active involvement in leading associations like International Legal Technology Association (ILTA), the Association of Legal Administrators (ALA), Thomson Reuters, and more.

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"I have only been a client for a few months but I am loyal and committed to First American. The people are great. The service is fantastic, and the pricing is competitive. Thank you."

*Finance Director, AM Law 100 Firm*

"Karen always listens and ensures our needs are addressed. I would recommend First American to anyone based on Karen's representation."

*COO, Ohio Law Firm*

"We partnered with First American for a few of our office renovations. Karen Leastman worked with us to understand our firm's objectives and provided a lease structure that gave us competitive fixed rate financing and achieved a better tax position for our partners."

*COO, AM Law 200 Firm*

"Karen Leastman and her team are honest and straight forward. They are responsive to requests ... [and] a significant asset to FAEF and a major reason why we do business with FAEF."

*CFO, Ohio Law Firm*

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