



Business Lending Bootcamp

November 6-7, 2018 | Bozeman, Montana

Who Should Attend: *Credit union staff new to commercial lending, experienced commercial lenders and bankers new to credit unions, loan committee and Board members, internal auditors, branch managers, and anyone else looking to sharpen their business lending skills and become a more effective lender.*

This fast-paced, two-day course delivers a comprehensive overview of credit union business lending. Learn the keys to success from experienced commercial banking and credit union experts!

Using in-depth case studies and hands-on learning, you'll gain skills and knowledge that can be quickly and easily applied at your credit union. We'll cover topics that will help you succeed in today's dynamic and competitive business lending marketplace, including:

- *MBL and commercial lending rules, best practices, and NCUA and State regulations*
- *Quickly and accurately screening and evaluating loan requests*
- *Strategies for analyzing financial data, including business tax returns and financial statements*
- *Evaluating and accurately measuring business cash flow and repayment ability*
- *Properly structuring and pricing business loans*
- *Tips on analyzing personal financial data and evaluating guarantors*
- *Creating high quality credit presentations or approval memos*
- *Loan risk rating systems and how they can be used in approving loans and managing a portfolio*
- *Collateral valuation and analysis for both real estate and C&I loans*
- *Developing a loan proposal, using loan covenants, and turning approved loans into closed loans*
- *Loan closing procedures, commercial loan documentation, liens, and legal issues*
- *Properly monitoring and servicing business loans including annual risk reviews and collections*



Mike Smith, CUBG course instructor

CUBG Courses Offer:

- Practical hands on curriculum with a learning-by-doing philosophy
- Skills you can apply on day one when you return to your credit union
- Small class size and personal instruction to encourage networking and an open exchange of ideas and experiences
- Best practices taught by commercial lenders with extensive credit union expertise

Course Details

Course Fee: \$695 for CUBG Members
\$895 for all others

To register, sign up online at www.cubg.org

Location: Rocky Mountain Credit Union
8645 Huffine Lane
Bozeman, Montana

Time: 9 a.m. – 3 p.m. each day

Cancellations within 30 days of the session will be charged a 15% administrative fee.
Cancellations within 7 days of the session will be charged 50% of the normal fee.
Educational materials are proprietary and will only be provided to course attendees.