

Commercial Lending School Fall 2010

The Center for Financial Training is now accepting applicants for the 2010 Commercial Lending School. This intensive, one-week, in-residence (optional) program received rave reviews from the class of 2009, which included students from: Connecticut, Massachusetts, New Jersey, and Pennsylvania.

WHO SHOULD ATTEND?

The school appeals to a wide range of students who need intensive and formal lending and credit training. Recent classes have included junior lenders new to banking, experienced bankers—from non-lending backgrounds—whose careers now focus on commercial lending, and officers and specialists from non-bank organizations who perform lending and credit-type activities.

CURRICULUM AND INSTRUCTION

The Commercial Lending School curriculum is used by banking schools across the United States. It delivers in-depth training in all facets of commercial banking, with an emphasis on financial analysis, cash flow versus profit, and loan structure. Cases emphasizing small and medium-sized companies are featured. The instruction will be led by a team of senior bankers and consultants. Case studies are used extensively, and active participation by the students is essential. The work will require study, documentation, analysis and decision making, often in small teams that will interact intensively with the instructors, both during the day and in the evening.

TUITION

Tuition includes: classroom instruction, learning materials, continental breakfast, lunches, breaks, and a light supper on October 19. A complimentary dinner will be held on October 17 for in-residence students arriving on Sunday evening.

In-Residence (includes five nights lodging):

\$2,995.00 (price good until 9/24/10)

Daily Commuter Option:

\$2,450.00

To register, please complete the registration form on the reverse side.

CURRICULUM AND SCHEDULE

The school commences with a Student Assessment and advanced reading.

MONDAY

October 18, 2010 (9 am - 5 pm)

The Typical Business
Company Strategy
Loan Investigation
Case Study

TUESDAY

October 19, 2010 (9 am - 7 pm*)

Historical Financial Analysis
Effective Management
Case Study

**Please note expanded time for this session. Dinner included.*

WEDNESDAY

October 20, 2010 (9 am - 5 pm)

Case Presentation
Sensitivity Analysis
Personal Financial Statement Analysis
Case Study

THURSDAY (9 am - 5 pm)

October 21, 2010

Loan Support and Documentation
Case Presentation
Loan Structure
Negotiating, Packaging, and Selling
Case Study

FRIDAY

October 22, 2010 (9 am - 5 pm)

Problem Loans
Credit Discipline
Summary
Post-School Student Assessment

ADMISSION REQUIREMENTS

A minimum of three years in banking with at least one year in commercial lending, or related experience, and the successful completion of courses in Economics, Accounting, and Analyzing Financial Statements is required. Final approval of all applications will be determined solely by the Commercial Lending School Admissions Committee. Registration will be limited to 25 students and considered on a first-come, first-served basis.

WHEN AND WHERE

October 18-22, 2010

**Crowne Plaza Hotel
390 Forsgate Drive
Jamesburg, New Jersey**

YOUR FACULTY

GEORGE W. CONNORS, President and Chief Lending Officer, WashingtonFirst Bank, brings 26 years of commercial banking and lending experience to the School. His specialty is lending to small and medium size corporations, not-for-profit organizations, and professional firms.

TERRENCE S. KENNY recently joined TD Bank as Market President, MetroWashington/Baltimore. He brings 27 years of commercial banking experience to the School. Terry began his career with the former Maryland National Bank and joined SunTrust in 1982, where he served as senior commercial lending officer for Montgomery County, Maryland and as the bank's senior credit officer for the Washington metropolitan area.

JOSEPH W. MAY is the former Executive Vice President, Credit Administration for Whitney National Bank, New Orleans, Louisiana. After more than 34 years holding senior and executive credit and lending positions with banks in Washington, Baltimore, Detroit, and New Orleans, Joe retired from Whitney National Bank and is now a full-time consultant and instructor.



ATLANTIC & CENTRAL STATES

800-795-5242

WWW.CFTACS.ORG

REGISTER TODAY!

COMMERCIAL LENDING SCHOOL - FALL 2010

Name _____ Title _____

Financial Institution/Organization _____

Business Address _____

Business Phone _____ Business Fax _____ E-mail _____

Educational Background

Please list your degree(s) and degree-granting institution plus any other pertinent education background, including dates attended/completed.

Please list where and when you successfully completed courses in the following:

	School or Program	Date Completed
Economics	_____	_____
Accounting I	_____	_____
Analyzing Financial Statements	_____	_____

Lending Experience (years/months): _____/_____

Please choose one of the following options: _____ In-Residence - \$2,995.00 per person _____ Day Student - \$2,450.00 per person

___ Bill My Employer ___ Check Enclosed ___ Visa or MC # _____ Exp. Date _____
Signature _____

I have read the admission requirements, understand the fee requirements, and desire to enroll in the 2010 Commercial Lending School. If my application is accepted, I agree to abide by all the requirements for participation and completion of this program, and consent to release to my employer measures of performance.

Applicant's Signature _____ Date _____

Nominating Officer's Signature _____ Date _____

Nominating Officer's Name and Title (please type or print) _____

Nominating Officer's Business Phone _____

Please mail, fax, or e-mail no later than September 24, 2010 to:

Center for Financial Training
P.O. Box 969
Norwich, CT 06360

Phone: 800-795-5242

Fax: 860-823-1410

E-mail: info@cftacs.org

