

Commercial Lending School

Fall 2012

NJBankers and the Center for Financial Training are now accepting applicants for the 2012 Commercial Lending School. This intensive, one-week, in-residence program received rave reviews from the class of 2011, which included 23 students from 11 states and 19 financial institutions.

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.

description

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 dinners on Sunday and Thursday.

\$2,450.00

Registration Deadline: September 21, 2012

To register, please complete the registration form on the reverse side. If you have any questions, please call Karen McMullen at 800-795-5242 x9958.

Call 609-655-4775 for CFT discounted room rate at the Crowne Plaza Hotel.

REGISTER TODAY!

curriculum and schedule

The school commences with a student assessment and advanced reading.

SUNDAY

(4 pm - 7 pm)

The Typical Business
Company Strategy - Part 1
Dinner

MONDAY

(8:30 am - 5 pm)

Company Strategy - Part 2
Loan Investigation
Case Study

TUESDAY

(8:30 am - 5 pm)

Historical Financial Analysis
Effective Management
Case Study
Case Presentation

WEDNESDAY

(8:30 am - 5 pm)

Personal Financial Statement Analysis
Case Study
Loan Support and Documentation
Case Presentation

THURSDAY

(8:30 am - 6:30 pm)

Negotiating, Packaging, and Selling
Case Study
Problem Loans
Dinner

FRIDAY

(8:30 am - 12 noon)

Credit Discipline
Summary

admission requirements

Enrollment is open to all financial institutions. 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.

when and where

October 21-26, 2012

Crowne Plaza Hotel
390 Forsgate Drive
Jamesburg, New Jersey

the faculty

GEORGE W. CONNORS, President and Chief Lending Officer, WashingtonFirst Bank, brings 28 years of commercial banking experience to the School. His specialty is lending to small and medium size corporations, not-for-profit organizations, and professional firms.

TERRENCE S. KENNY, Market President, MetroWashington/Baltimore, TDBank, brings 29 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 and 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 36 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.



COMMERCIAL LENDING SCHOOL - NJ - 2012

Name _____ Title _____

Financial Institution/Organization _____

Business Address _____

Business Phone _____ Business Fax _____ E-mail _____

Banking Experience (years/months): _____/_____

Lending Experience (years/months): _____/_____

Tuition: \$2,450.00 per person

☐ Bill My Employer ☐ Check Enclosed ☐ Visa/MC/AmEx (please call 800-795-5242 x1176 to process)

I have read and understand the admission requirements, and wish to enroll in the 2012 Commercial Lending School. If my application is accepted, I agree to abide by all the requirements for participation and completion of this program.

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 completed application 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

