

Commercial Lending School

Fall 2011

NJBankers and the Center for Financial Training are pleased to announce the Fall 2011 installment of the Commercial Lending School. This intensive, one-week, in-residence (optional) program received rave reviews from the class of 2010, which included students from: Connecticut, Maryland, New Jersey, and Washington DC.

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—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, five nights lodging, continental breakfast, lunches, breaks, and dinners on October 16 & 20.

\$2,995.00 per person

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.

CURRICULUM AND SCHEDULE

The school commences with a Student Assessment and advanced reading.

SUNDAY

October 16, 2011 (4 pm - 7 pm)

The Typical Business
Company Strategy - Part 1
Dinner

MONDAY

October 17, 2011 (8:30 am - 5 pm)

Company Strategy - Part 2
Loan Investigation
Case Study

TUESDAY

October 18, 2011 (8:30 am - 5 pm)

Historical Financial Analysis
Effective Management
Case Study
Case Presentation

WEDNESDAY

October 19, 2011 (8:30 am - 5 pm)

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

THURSDAY

October 20, 2011 (8:30 am - 6:30 pm)

Negotiating, Packaging, and Selling
Case Study
Problem Loans
Dinner

FRIDAY

October 21, 2011 (9 am - 12 noon)

Credit Discipline
Summary

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 16-21, 2011

Crowne Plaza Hotel
390 Forsgate Drive
Jamesburg, New Jersey

YOUR FACULTY

GEORGE W. CONNORS, President and Chief Lending Officer, WashingtonFirst Bank, brings 27 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, Market President, MetroWashington/Baltimore, TDBank, brings 28 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 35 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.



REGISTER TODAY!

COMMERCIAL LENDING SCHOOL - FALL 2011

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): _____ / _____

Tuition: \$2,995.00 per person (includes lodging)

Bill My Employer Check Enclosed Visa, Mastercard, or American Express (please call 800-795-5242 x1176)

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 26, 2011 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

