



# Business Lending Bootcamp

March 21–22, 2018 | Nashville, Tennessee

**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 reviews and collections*



Mike Mucilli, 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,** visit [www.cubg.org/education/upcoming-training](http://www.cubg.org/education/upcoming-training) or fill out the attached registration form and email to [education@cubg.org](mailto:education@cubg.org).

**Location:** Volunteer Corporate Credit Union  
2460 Atrium Way  
Nashville, TN 37214

**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.



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## Registration Form

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Please complete a separate registration form for each attendee and return form to CU Business Group.

Fax to: 503 230-8857 Email to: [education@cubg.org](mailto:education@cubg.org)

Mail to: CU Business Group 9600 NE Cascades Pkwy., Suite 250, Portland, OR 97220

### Attendee Information:

Name  Mr.  Mrs.  Ms. \_\_\_\_\_

Organization \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( \_\_\_\_\_ ) \_\_\_\_\_ Email \_\_\_\_\_

### Attendee Categories and Fees (Please check the appropriate box. Payment must accompany registration.)

CU Business Group Member Fee - \$695

Affiliate, Specialty, and All Others - \$895

### Attendee Payment Information

Credit Card

Check Enclosed

Please send invoice to credit union

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Security Code \_\_\_\_\_ Billing Zip Code \_\_\_\_\_ Total Payment Enclosed/Authorized \$ \_\_\_\_\_

X Signature \_\_\_\_\_ Date \_\_\_\_\_

How did you hear about this course? \_\_\_\_\_

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