

Save 20%



Self-study print courses for STAR, MERIT, and VAP are on sale — now through October 15, 2008!

Take advantage of the sale to update your training library! Guide your credit union's staff, managers, and volunteers toward a new level of skills and knowledge. CUNA's self-study courses offer real-world instruction to strengthen skills and enhance opportunities for advancement. Every printed course includes one complimentary exam. Hurry, the sale applies to in-stock print courses only.

STAR – Staff Training & Recognition Program Sale! \$38.00 per course

These practical, job-specific courses help credit union staff achieve their full potential.

No.	Title	Quantity
S20	Member Relations	
S30	Security	
S120	Cross-Selling	
S200	The Lending Process	
S300	Basic Accounting	
S310	Accounting for Credit Unions	
S320	Credit Union Financial Analysis (revised 2007)	
S400	Bankruptcy and Court Proceedings	
S410	Mortgage Lending	
S420	Loan Marketing	
S520	Interpersonal Skills: Understanding Your Impact on Members	
S600	Credit Union Technology	
S620	Serving Members with Technology	
S630	The Critical Role of Technology NEW! – 2007 release	
S700	Loan Interviewing	
S710	Loan Underwriting	
S720	Loan Servicing	
S810	Individual Retirement Accounts	
S820	Investment Choices for Members	
S910	Security Issues	
S1000	Develop a Career Plan	
S1010	Write Effectively	

No.	Title	Quantity
S1020	Make Work Manageable	
S1100	Working Effectively with Difficult Members & Staff	
S1110	Helping Members Understand & Solve Problems	
S1120	Using Technology to Improve Member Service	
S1200	Financial Management: Statements & Budgeting	
S1210	Financial Management: Sources & Uses of Money	
S1300	Member Service: Exceeding Expectations	
S1301	Financial Counseling for Members	
S1302	Transitioning from Staff to Management	
S1303	Communication & Telephone Skills	
S1304	Introduction to Credit Unions	
S1305	Credit Union Sales	
S1306	Business Math: Lending and Credit	
S1307	Business Math: Share and Deposit Accounts	
S1308	Professional Member Service	
S1309	Security Procedure Protocol NEW! – 2007 release	
S1310	Successful Collections	
S1312	Servicing Mortgage Loans NEW! – 2007 release	
S1313	Preparing Loan Documents NEW! – 2007 release	
S1314	Maintaining Loan Documents NEW! – 2007 release	
S1316	Applying Collections Practices NEW! – 2007 release	
S1320	Robbery Prevention & Preparation	

TOTAL QUANTITY

MERIT – Management Enrichment Training Sale! \$41.60 per course

These management courses help credit union staff and managers enhance opportunities for advancement.

No.	Title	Quantity
M01	Fundamentals of Management	
M04	Training & Orienting Employees	
M05	Delegating for Results	
M06	Managing Employee Performance	
M07	Managing Teamwork	
M08	Process Improvement: Achieving Quality Together	
M09	Developing Exceptional Leadership	
M10	Strategic Thinking and Planning	
M11	Compensation Systems	
M12	Workplace Diversity	
M13	Employment Law & Preventing Sexual Harassment	
M15	Interpersonal Skills: Understanding Your Effect on Others	
M16	Leading & Managing CU Sales	
M17	CU Financial Management for Nonfinancial Execs	
M18	Asset-Liability Management for Executives	
M19	Managing Change	
M20	Managing Technology	
M21	Credit Union Investments	

No.	Title	Quantity
M22	Home Equity Lending	
M23	Loan Pricing	
M24	Security Administration	
M25	Managing the Problem Employee	
M26	Marketing Management	
M27	Managing Advertising Guidelines	
M28	Developing Retail Marketing	
M29	Providing Loans to Small Businesses	
M30	Managing Financial Education Programs	
M31	Budgeting & Accounting for Non-Accounting Managers	
M32	Community Involvement & Outreach	
M33	Financial Analysis Tools for Decision Making	
M34	Career Mapping for You & Your Staff	
M35	Managing Through Motivation	
M36	Online Security	
M37	Business Communication Skills	
M38	Resolving Employee Conflict NEW! – 2007 release	

TOTAL QUANTITY

VAP – Volunteer Achievement Program

Sale! \$25.60 per course

Directors and volunteers can choose from the following quick-reading courses to gain the core knowledge they need to effectively lead your credit union.

No.	Title	Quantity
V01	History and Philosophy	
V02	Financial Reports	
V03	Managing Risk	
V100	Board of Directors: Duties and Responsibilities	
V101	Board Policies	
V102	Planning	
V200	Credit Committee: Duties & Responsibilities	
V201	Loan Granting	
V202	Collections	
V300	Supervisory Committee: Duties and Responsibilities	
V301	Auditing 1	
V302	Auditing 2	
V403	Marketing	
V404	Strategic Planning	
V405	Board/CEO Relations	
V406	Director's Liability, 3rd Ed – 2007	
V407	Bankruptcy	
V409	Financial Management	
V410	Credit Union Examinations	
V412	Developing, Writing, and Implementing Policies	
V413	Marketing to Generations & Target Groups	

No.	Title	Quantity
V414	Recruiting, Orienting & Retaining Board Members (revised 2008)	
V415	Asset-Liability Management for Directors	
V416	Understanding Regulations (revised 2007)	
V417	CEO Performance Appraisals & Goal Setting	
V418	Business Recovery Plans & Policies	
V419	CEO Compensation	
V420	Growth Strategies: Pathways to Success	
V421	Political Involvement	
V422	CEO and Board Succession Planning	
V423	Member Business Lending	
V424	Investment Essentials for Directors	
V425	Budgeting Basics for Directors	
V500	Credit Union Technology	
V501	Planning for Technology	
V502	Electronic Fraud & Security	
V600	Introduction to Mortgage Lending	
V601	Online Policies & Internet Use	
V602	Offering Credit Union Youth Programs	
V700	Strategic Credit Union Leadership	
V701	Directing Effective Teams	
V702	Maximizing Board Performance, 2nd Ed – 2008	

TOTAL QUANTITY



Save 20% on RegTraC too!
For non-compliance staff and managers,
RegTraC Level 1

- Just \$140 (regularly \$175) for six print modules

For compliance professionals, RegTraC Level 2

- Just \$288 (regularly \$360) for six print modules, or
- Just \$240 (regularly \$300) for one searchable PDF subscription

The easiest, most convenient way to get your compliance information straight from Washington D.C. – that's CUNA's Regulatory Training & Certification Program.



FiCEP, CUNA's Financial Counseling Certification Program, enables you to become more confident in helping members build a stronger financial future. FiCEP includes two parts of four learning modules each. Now receive each part for just \$208 each (regularly \$260)!

After you successfully complete the proctored exams for both parts (eight total modules), you will be a Credit Union Certified Financial Counselor ready and able to assist your members in reaching their financial goals.

For more information and to order, visit training.cuna.org and choose *Self-Study Certificate Programs*, then *RegTraC* or *FiCEP*.

Plus, check out hundreds of other items on sale, visit training.cuna.org and choose the Fall Sale icon.

CUID _____

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Order today!
Hurry, sale ends October 15, 2008.

Call: 800-356-8010, press 3

Fax: 608-231-1869

For more information, visit training.cuna.org/certsale or e-mail elarning@cuna.coop.

Sale prices apply to currently released, in stock print courses for credit unions in AL, AK, AR, CA, CT, DC, GA, IL, IN, IA, LA, MA, MD, MI, MS, MT, NC, NH, NM, NV, NY, OH, OK, PA, RI, SC, TX, UT, WI.



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