

CUNA Business Lending Certification Institute: Fundamentals Schedule

December 8-12, 2008 • St. Pete Beach, Florida

Monday	Tuesday	Wednesday	Thursday	Friday
<p>7:30-8:00 a.m. <i>Registration</i></p> <p>8:00-8:15 a.m. Introduction & Overview</p> <p>8:15-9:00 a.m. Review Business Lending Regulations</p> <p>9:00 a.m.-12:30 p.m. Business Basics</p>	<p>8:00-10:00 a.m. Reviewing an Applicant's Information <i>(continued)</i></p> <p>10:00-11:45 p.m. The Fundamentals of Financial Analysis</p>	<p>8:00-11:30 a.m. Loan Structuring-Matching Terms, Conditions & Documentation</p>	<p>8:00-10:00 a.m. Protecting Member Loans</p> <p>10:00-11:45 a.m. Member Business Services – More Than Just Loans & Deposits</p>	<p>7:30-8:00 a.m. Final Q&A Period</p> <p>8:00-10:15 a.m. Final Exam for Business Lending Fundamentals Certification</p> <p>10:15-10:30 a.m. Wrap-Up</p>
<p>12:30-1:30 p.m. <i>Networking Lunch Provided</i></p>	<p>11:45a.m.-1:00 p.m. <i>Lunch On Your Own</i></p>			
<p>1:00-2:30 p.m. Analyzing a Member's Request</p> <p>2:30-5:00 Reviewing an Applicant's Information</p> <p>5:00-6:00 <i>Networking Reception</i></p>	<p>1:00-3:00 p.m. The Fundamentals of Financial Analysis <i>(continued)</i></p> <p>3:00-4:00 p.m. Review & Assessment Overview</p>	<p>1:00-2:30 p.m. Loan Structuring Case Study</p> <p>2:30-5:00 p.m. When Good Loans Go Bad: Spot the Warning Signs</p>	<p>1:00-2:30 p.m. Analyzing Member Business Plans</p> <p>2:30-5:00 p.m. The Art of Business Development</p>	

**Schedule is subject to change.
Revised 2/20/08*

FOR MORE INFORMATION

Visit training.cuna.org and choose *Schools & Conferences*.

PROGRAM CONTENT:

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REGISTRATION INFORMATION:

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