

CUNA Business Lending Certification Institute: Fundamentals

July 20-24, 2009 • Madison, Wisconsin

Monday	Tuesday	Wednesday	Thursday	Friday
7:00-8:00 a.m. Continental Breakfast	7:00-8:00 a.m. Continental Breakfast	7:00-8:00 a.m. Continental Breakfast	7:00-8:00 a.m. Continental Breakfast	7:00-8:00 a.m. Continental Breakfast
7:30-8:00 a.m. <i>Registration</i>	8:00-11:45 p.m. The Fundamentals of Financial Analysis	8:00-11:45 a.m. Loan Structuring: Matching Terms, Conditions, & Documentation	8:00-11:45 a.m. Protecting Member Loans	8:00-8:15 a.m. Final Q&A Period
8:00-8:15 a.m. Introduction & Overview				8:15-10:15 a.m. Final Exam for Business Lending Fundamentals Certification
8:15-9:00 a.m. Introduction to Business Lending				10:15-10:30 a.m. Wrap-Up
9:00-11:30 a.m. Review Business Lending Regulations				
11:30-12:15 p.m. <i>Networking Lunch Provided</i>	11:45a.m.-1:00 p.m. <i>Lunch On Your Own</i>			
12:30-4:30 p.m. Analyzing a Member's Request	1:00-5:00 p.m. The Fundamentals of Financial Analysis (continued)	1:00-4:30 p.m. Financial Analysis & Commercial Real Estate	1:00-2:30 p.m. When Good Loans Go Bad: Warning Signs	
4:30-5:00 p.m. Q&A Period & Session Summary	5:00-5:30 p.m. Q&A Period & Session Summary	4:30-5:00 p.m. Q&A Period & Session Summary	2:45-4:30 p.m. The Art of Business Development	
5:00-6:00 p.m. <i>Networking Reception</i>			4:30-5:00 p.m. Q&A Period & Session Summary	

*Schedule is subject to change.

Revised 12/2608

FOR MORE INFORMATION

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

PROGRAM CONTENT:

E-MAIL: training@cuna.coop

CALL: 800-356-9655, ext. 4249

REGISTRATION INFORMATION:

E-MAIL: reginfo@cuna.coop

CALL: 800-356-9655, ext. 4400

