

# CUNA Business Lending Certification Institute: Advanced Credit Analysis

July 20-24, 2009 • Madison, Wisconsin

Monday	Tuesday	Wednesday	Thursday	Friday
<p>7:00-8:00 Continental Breakfast</p> <p>7:30-8:15 a.m. <i>Registration</i></p> <p>8:30-8:45 a.m. <b>Introduction &amp; Overview</b></p> <p>8:45-12:30 a.m. <b>Review the Business Credit Analysis Process</b></p>	<p>7:00-8:00 Continental Breakfast</p> <p>8:30-11:45 a.m. <b>Analyzing Manufacturing Businesses</b></p>	<p>7:00-8:00 Continental Breakfast</p> <p>8:30-10:00 a.m. <b>Service Sector Businesses Case Study</b></p> <p>10:00-11:45 a.m. <b>Analyzing Retail Businesses</b></p>	<p>7:00-8:00 Continental Breakfast</p> <p>8:30-9:45 a.m. <b>Review of Homework Assignment</b></p> <p>9:45-11:45 a.m. <b>Analyzing Commercial Real Estate Projects</b></p>	<p>7:00-8:00 Continental Breakfast</p> <p>7:15-7:30 a.m. <b>Final Q&amp;A Period</b></p> <p>7:30-10:30 a.m. <b>Final Exam for Business Lending Advanced Credit Analysis Certification</b></p> <p>10:30-10:45 a.m. <b>Wrap-Up</b></p>
<p>12:30 a.m.-1:30 p.m. <i>Networking Lunch Provided</i></p>	<p>11:45 a.m.-1:00 p.m. <i>Lunch On Your Own</i></p>			
<p>1:30-4:30 p.m. <b>Loan Servicing &amp; Portfolio Management</b></p> <p>4:30-5:00 p.m. <b>Q&amp;A Period &amp; Session Summary</b></p> <p>5:30-6:30 p.m. <i>Networking Reception</i></p>	<p>1:00-3:00 p.m. <b>Manufacturing Businesses Case Study</b></p> <p>3:00-4:30 p.m. <b>Analyzing Service Sector Businesses</b></p> <p>4:30-5:00 p.m. <b>Q&amp;A Period &amp; Session Summary</b></p>	<p>1:00-1:30 p.m. <b>Analyzing Retail Businesses (continued)</b></p> <p>1:30-3:00 p.m. <b>Retail Businesses Case Study</b></p> <p>3:00-5:00 p.m. <b>Financing the Purchase of an Existing Business</b></p>	<p>1:00-2:30 p.m. <b>Commercial Real Estate Case Study</b></p> <p>2:45-5:00 p.m. <b>Final Exam Review &amp; Preparation Session</b></p>	

\*Schedule is subject to change.

Revised 12/29/08

## FOR MORE INFORMATION

Visit [training.cuna.org](http://training.cuna.org) and choose *Schools & Conferences*.

### PROGRAM CONTENT:

E-MAIL: [training@cuna.coop](mailto:training@cuna.coop)

CALL: 800-356-9655, ext. 4249

### REGISTRATION INFORMATION:

E-MAIL: [reginfo@cuna.coop](mailto:reginfo@cuna.coop)

CALL: 800-356-9655, ext. 4400

