

# CUNA Business Lending Certification Institute: Management Strategies Schedule

**July 21-25, 2008 • Madison, Wisconsin**

Monday	Tuesday	Wednesday	Thursday	Friday
<p>7:00-8:00 a.m. <i>Registration</i></p> <p>8:15-8:45 a.m. <b>Introduction &amp; Overview</b></p> <p>8:45-10:00 a.m. <b>Industry Overview – What is Your Mission?</b></p> <p>10:15-11:30 a.m. <b>Competitive Analysis</b></p>	<p>8:00-9:30 a.m. <b>Loan Policy</b></p> <p>9:45-11:30 a.m. <b>Underwriting Procedures</b></p>	<p>8:00-9:30 a.m. <b>Marketing Tips From a Pro</b></p> <p>9:45-11:30 a.m. <b>Managing Problem Loans</b></p>	<p>8:00-10:15 a.m. <b>Panel Presentation Preparation</b></p> <p>10:30-11:30 a.m. <b>Panel Presentations</b></p>	<p>8:00-10:15 a.m. <b>Final Presentations and Wrap-Up</b></p>
<p>11:30 a.m.-12:15 p.m. <i>Networking Lunch Provided</i></p>	<p>11:30 a.m.-1:00 p.m. <i>Lunch On Your Own</i></p>			
<p>12:15-1:00 p.m. <b>Systems and Software</b></p> <p>1:00-2:30 p.m. <b>Financial Plan – Business Plan</b></p> <p>2:45-4:15 p.m. <b>NCUA: What to Expect From the Regulators</b></p> <p>5:00-6:00 p.m. <i>Networking Reception</i></p>	<p>1:00-2:30 p.m. <b>Portfolio Monitoring &amp; Control</b></p> <p>2:45-4:15 p.m. <b>Selecting a CUSO &amp; Other Third Party Due Diligence</b></p>	<p>1:00-2:30 p.m. <b>Roundtable Discussion</b></p> <p>2:45-4:15 p.m. <b>Cash Management &amp; Deposit Account Strategies</b></p>	<p>1:00-2:30 p.m. <b>Panel Presentations</b></p> <p>2:45-4:15 p.m. <b>Panel Presentations</b></p>	

*\*Schedule is subject to change.  
Revised 5/13/08*

## FOR MORE INFORMATION

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

### PROGRAM CONTENT:

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

