

NAME: _____ Month/Day of Birth: ____/____

Organization: _____

Email address: _____ Tel# _____

This curriculum is designed for small business lenders, new commercial lenders and those individuals in lending support positions and management trainees. The courses address broad banking comprehension, financial accounting, commercial lending and credit analysis, product knowledge, regulations and a number of topics that support the business relationship.

REQUIRED COURSES:

GRADE	DATE COMPLETED	COURSE	DELIVERY OPTIONS				
			L	W	SP	ILO	GL
		Accounting	●	●		●	●
		Certificate in Business Communication			●		
		Legal Foundations in Banking	●	●			●
		Certificate in Business & Commercial Lending Levels 1-5 <u>or</u> Analyzing Financial Statements AND Commercial Lending	●		●	●	●
		Credit Products for Small Businesses			●		
		Deposit Products for Small Businesses			●		
		Ethical Issues in the Workplace	●	●	●		●
		Fundamentals of Small Business Banking			●		
		Principles of Banking <u>or</u> Banking Fundamentals	●	●		●	●
		Relationship Selling to Small Business Customers			●		
		Servicing and Growing Small Business Relationships			●		
		Written Communication <u>or</u> (Certificate in Business Communication may be applied as requirement for Written Communication)	●	●			●
					●		

L= Live W=CFTEA Webcourse SP= Self-paced Online ILO = Instructor-Led Online GL = Guided Learning

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