



Instructor: Vera R.

COMMERCIAL LENDING

Course #: A6350L

The First, 63 Union Street, Rockland, Maine

EIGHT SESSIONS STARTING SEPTEMBER 16, 2019

6:00 PM—8:30 PM

course description

This up-to-date course from ABA provides the knowledge and skills required to identify the credit needs of various types of business customers and to sell a "Total Banking" relationship. It covers both the technical and interpersonal skills for a successful loan officer.

This ABA course covers qualitative analysis and how to assess industry risk, market risk and management risk. It also provides an understanding of the role of loan policy and the need to summarize the borrower's various risks into an appropriate credit risk rating. In addition, it provides guidance on loan structuring and documentation issues in response to the analysis of quantitative and qualitative risks. This includes an overview of key documents, loan agreements and covenants, as well as negotiating and pricing.

Looking for more details? [Visit our website](#) for a detailed course description.

how to enroll

Enroll online at our website, [CFTEA.org](#) under Lending.

how class works

Course sessions run for eight nights in a live classroom setting. This interactive course allows for sharing best practices from the American Bankers Association.

tuition

\$450 per participant for one night of training and materials. Instructor is a seasoned professional with decades of commercial lending experience.

withdrawal policy

CFTEA withdrawal policy is outlined within our latest catalog and on our website. Before class begins the enrollment may be transferred to another student with the approval of the student's employer and the CFTEA office.

Would you like to know more about new educational career paths?

Visit us at [cftea.org](#) and
follow us on Facebook!