

# Commercial Lending School Fall 2010

The Center for Financial Training is now accepting applicants for the 2010 Commercial Lending School. This intensive, one-week, in-residence (optional) program received rave reviews from the class of 2009, which included students from: Connecticut, Massachusetts, New Jersey, and Pennsylvania.

## WHO SHOULD ATTEND?

The school appeals to a wide range of students who need intensive and formal lending and credit training. Recent classes have included junior lenders new to banking, experienced bankers—from non-lending backgrounds—whose careers now focus on commercial lending, and officers and specialists from non-bank organizations who perform lending and credit-type activities.

## CURRICULUM AND INSTRUCTION

The Commercial Lending School curriculum is used by banking schools across the United States. It delivers in-depth training in all facets of commercial banking, with an emphasis on financial analysis, cash flow versus profit, and loan structure. Cases emphasizing small and medium-sized companies are featured. The instruction will be led by a team of senior bankers and consultants. Case studies are used extensively, and active participation by the students is essential. The work will require study, documentation, analysis and decision making, often in small teams that will interact intensively with the instructors, both during the day and in the evening.

## TUITION

Tuition includes: classroom instruction, learning materials, continental breakfast, lunches, breaks, and a light supper on October 19. A complimentary dinner will be held on October 17 for in-residence students arriving on Sunday evening.

In-Residence (includes five nights lodging):

\$2,995.00 (price good until 9/24/10)

Daily Commuter Option:

\$2,450.00

To register, please complete the registration form on the reverse side.

## CURRICULUM AND SCHEDULE

**The school commences with a Student Assessment and advanced reading.**

### MONDAY

**October 18, 2010 (9 am - 5 pm)**

The Typical Business  
Company Strategy  
Loan Investigation  
Case Study

### TUESDAY

**October 19, 2010 (9 am - 7 pm\*)**

Historical Financial Analysis  
Effective Management  
Case Study

*\*Please note expanded time for this session. Dinner included.*

### WEDNESDAY

**October 20, 2010 (9 am - 5 pm)**

Case Presentation  
Sensitivity Analysis  
Personal Financial Statement Analysis  
Case Study

### THURSDAY (9 am - 5 pm)

**October 21, 2010**

Loan Support and Documentation  
Case Presentation  
Loan Structure  
Negotiating, Packaging, and Selling  
Case Study

### FRIDAY

**October 22, 2010 (9 am - 5 pm)**

Problem Loans  
Credit Discipline  
Summary  
Post-School Student Assessment

## ADMISSION REQUIREMENTS

A minimum of three years in banking with at least one year in commercial lending, or related experience, and the successful completion of courses in Economics, Accounting, and Analyzing Financial Statements is required. Final approval of all applications will be determined solely by the Commercial Lending School Admissions Committee. Registration will be limited to 25 students and considered on a first-come, first-served basis.

## WHEN AND WHERE

**October 18-22, 2010**

**Crowne Plaza Hotel  
390 Forsgate Drive  
Jamesburg, New Jersey**

## YOUR FACULTY

**GEORGE W. CONNORS**, President and Chief Lending Officer, WashingtonFirst Bank brings 26 years of commercial banking and lending experience to the School. His specialty is lending to small and medium size corporations, not-for-profit organizations, and professional firms.

**TERRENCE S. KENNY**, Senior Vice President, Commercial Lending, SunTrust Bank brings 27 years of commercial banking experience to the School. He began his career with the former Maryland National Bank and joined SunTrust in 1982. He currently serves as SunTrust's senior commercial lending officer for Montgomery County, Maryland and recently served as the bank's senior credit officer for the Washington metropolitan area.

**JOSEPH W. MAY**, is the former Executive Vice President, Credit Administration for Whitney National Bank, New Orleans, Louisiana. After more than 34 years holding senior and executive credit and lending positions with banks in Washington, Baltimore, Detroit, and New Orleans, Joe retired from Whitney National Bank and is now a full-time consultant and instructor.



800-795-5242

WWW.CFTACS.ORG

**REGISTER TODAY!**

## COMMERCIAL LENDING SCHOOL - FALL 2010

Name \_\_\_\_\_ Title \_\_\_\_\_

Financial Institution/Organization \_\_\_\_\_

Business Address \_\_\_\_\_

Business Phone \_\_\_\_\_ Business Fax \_\_\_\_\_ E-mail \_\_\_\_\_

### Educational Background

Please list your degree(s) and degree-granting institution plus any other pertinent education background, including dates attended/completed.

Please list where and when you successfully completed courses in the following:

	School or Program	Date Completed
Economics	_____	_____
Accounting I	_____	_____
Analyzing Financial Statements	_____	_____

Lending Experience (years/months): \_\_\_\_\_/\_\_\_\_\_

Please choose one of the following options: \_\_\_\_\_ In-Residence - \$2,995.00 per person \_\_\_\_\_ Day Student - \$2,350.00 per person

\_\_\_ Bill My Employer    \_\_\_ Check Enclosed    \_\_\_ Visa or MC # \_\_\_\_\_ Exp. Date \_\_\_\_\_  
Signature \_\_\_\_\_

I have read the admission requirements, understand the fee requirements, and desire to enroll in the 2009 Commercial Lending School. If my application is accepted, I agree to abide by all the requirements for participation and completion of this program, and consent to release to my employer measures of performance.

Applicant's Signature \_\_\_\_\_ Date \_\_\_\_\_

Nominating Officer's Signature \_\_\_\_\_ Date \_\_\_\_\_

Nominating Officer's Name and Title (please type or print) \_\_\_\_\_

Nominating Officer's Business Phone \_\_\_\_\_

Please mail, fax, or e-mail no later than September 24, 2010 to:

Center for Financial Training  
P.O. Box 969  
Norwich, CT 06360

Phone: 800-795-5242

Fax: 860-823-1410

E-mail: info@cftacs.org

