

10 Key Factors in Making Good Consumer Loan Decisions

WEBINAR OR ON-DEMAND WEB LINK
(LINK INCLUDES FREE CD ROM)

Wednesday, July 18, 2012

12 - 1:30 pm PT
1 - 2:30 pm MT
2 - 3:30 pm CT
3 - 4:30 pm ET

The fundamentals of lending haven't changed. Does the borrower have the capacity and intent to pay us back? It's that simple! But the process keeps changing. The first part of this webinar will review basic underwriting skills every consumer lender should possess. The second part will be a more strategic look at how you can build your consumer-lending portfolio. Consumers are back in the showroom and the marketplace. Their wallets are opening again. Is your bank ready to take advantage of the upcoming consumer lending growth? This webinar is an effective way to teach and inspire branch and lending managers to build a larger consumer-loan portfolio and provide your lenders with strong underwriting skills and techniques.

Continuing Education: Attendance verification for CE credits provided upon request.



HIGHLIGHTS

Part One: Factors in Underwriting Decisions

- How do the Five Cs of lending look today?
- Where can we learn about character when we may hardly meet the borrower?
- Learn a fast track way to approve consumer borrowers

Part Two: How to Build a Larger Consumer Portfolio

- Removing the silos so everyone in the bank can support the consumer lending function
- Developing dealer relationships that you can afford
- Getting a greater share of the wallet of each borrower you meet

WHO SHOULD ATTEND?

This informative session is designed for anyone in the lending area, including CEOs, chief lending officers, branch managers, FSRs, CSRs, new accounts personnel, loan officers, loan underwriters, credit analysts, loan processors, and other key lending staff.

MEET THE PRESENTER

**Tim Harrington, CPA,
TEAM Resources**



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Community Bankers Association of Oklahoma REGISTRATION FORM

Date of Seminar	Name of Seminar	Live Webinar \$230	On-Demand Link & Free CD Rom \$230	Both Live Webinar & On-Demand Link (includes free CR Rom) \$350	TOTAL
					\$

***CD Rom for pc use only**

Name: _____ Bank: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____ (Email address is required.)

Hook up instructions and seminar materials will be emailed approximately
7 days prior to the seminar.

REGISTRATION AND PAYMENT INSTRUCTIONS – Please note invoices are not provided.
Mail registration form and check made payable to:

Financial Education and Development, Inc., P.O. Box 1780, Helena, MT 59624

Fax registration form, including credit card number to (406) 442-2357.

Important Note if Paying by Credit Card: This form will serve as your receipt. Charges will show up on your credit card statement from Financial Education and Development, Inc.

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Register Online:

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***NOTE:** It is best to have all payments and registrations to us 10 days prior to the seminar to ensure timely receipt of hook up instructions and handout materials. We will do our best to accommodate late registrations.

FOR QUESTIONS EMAIL: CBAO@financialedinc.com

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