

Commercial Lending

Description

This course will provide participants with an introductory overview of the commercial lending process. Participants will gain exposure to each step in the lending process, learn how commercial lending differs from other banking services and how the lending process varies by business type. Each step in the lending process will be explained and supplemented by in class exercises and case studies.

Delivery Details 21 hours, 3 days

Course Content

- Context of Commercial Banking within the banking system.
- Regulations and Federal Laws related to Commercial Banking.
- How borrowing differs across business type (retail, manufacturing, wholesale, etc) and risks associated with each.
- Loan interviews and credit investigations.
- How to review balance sheets and other financial statements to analyze a company's financial performance.
- Understand the use of ratios for evaluating financial performance, make comparisons and identifying trends.
- Types of loans and their structures.
- Dealing with problem loans.

Learning Outcomes – After completing this course, participants will be able to:

- Understand the commercial lending process.
- Identify the different borrowing needs of various industries and business types.
- Understand how to conduct loan interviews and credit investigations.
- Review financial statements and understand how ratios are used when evaluating financial performance.
- Describe the types of loans available to a commercial customer.
- Understand how to structure commercial loans.
- Know the warning signs and possible resolutions to a problem loan.

Methodology

- Facilitator led discussion
- Small group exercises and discussion
- Computer and/or video presentations

Materials – Each participant will receive comprehensive handouts for the topics presented and discussed in the course.

Pre-Requisites:

- High School Diploma or GED, Math and English at the 12th grade level.
- Two or more years of experience in the insurance or financial services industry.
- One or more years in supervisory/team leader role recommended.

Assessment (pre and post):

- At the beginning of the first session, participants will be given a pre-assessment to determine their subject knowledge.
- At the completion of the course, participants will be given a post-assessment to determine successful completion of the learning outcomes.

CEU's: 2.1