



FUNDAMENTALS OF COMMERCIAL LENDING 101

VIRTUAL SEMINAR

BREAKING INTO BANKING!

REGISTER NOW

WHEN

February 23, 2023

8:30 a.m. - 4:00 p.m.

WHERE

Comfort of your desk or anywhere with an internet connection.

WHO SHOULD ATTEND

New credit analysts, lenders, and underwriters, as well as bankers who don't do credit analysis but need a working knowledge of the process. This may include statement spreaders, loan processors and closers, treasury management associates, administrative support for credit or lending officers, branch managers, and interns.

COURSE DESCRIPTION

Commercial banking can be intimidating because of its complexity and the risk oriented nature of the work. This course is a clear and thorough introduction to the key concepts, terminology, and processes involved in credit and lending. It doesn't assume much prior knowledge of the topic, so it's ideal for those in their first year in the industry. Learners will walk away with a clear understanding of their job and how their specific role fits into the bank's overall profitability goals.

WEBINAR TOPICS

- The Business of Banking
- Why Businesses Borrow Money
- The Art of Underwriting – Part I
- The Art of Underwriting – Part II
- Loan Structuring – Part I
- Loan Structuring – Part II
- The Credit Approval Process
- Loan and Portfolio Monitoring
- The Complex Lending Machine
- Test Drive Your Job



Arkansas Bankers Association | Professional Development Department

1220 West Third Street | Little Rock, Arkansas 72201 | (501) 376-3741 | www.arkbankers.org

About the Instructor



Andy Keusal is passionate about using his teaching gift to help others reach their God-given potential. After earning his B.A. in Psychology from the University of Notre Dame, he spent eighteen years in commercial banking, during which he interviewed, hired, and trained hundreds of new bankers. He also helped build and run one of the nation's premier credit training programs at a large Midwest regional bank. He left his corporate career in 2015 to found Keusal Learning, where he now helps people master the basics of banking. Many of his trainees have moved on to prosperous careers in banking, private equity, and even business ownership.

REGISTRATION FEES

ABA Members:

Early Registration Price: \$340; After January 26: \$390

Non-Members:

Early Registration Price: \$680; After January 26: \$780

CANCELLATION

Full registration fees will be refunded if a cancellation is received before February 9. No refunds will be given for cancellations made after February 9. All cancellations must be submitted in written format prior to the event.

VIRTUAL LIVE FORMAT

Attendees will need Internet access and a standard web browser to join this video and web conferencing. They will receive an email with a link to join the virtual meeting, handouts, and any additional information a few days before each event.

You do not need your own Zoom account. You will use the link, meeting ID and password we provide.

- You can log in on a desktop computer, laptop or download the Zoom app on your smart device.
- Internet access
- Audio on computer or a phone line

FUNDAMENTALS OF COMMERCIAL LENDING 101

FEBRUARY 23, 2023

Bank/Company Name _____ Phone _____

Registrant Name _____ Title _____ E-mail _____

Registrant Name _____ Title _____ E-mail _____

Address _____ City _____ State _____ Zip _____

Registration Contact _____ Phone _____ E-mail _____

PAYMENT INFORMATION

Charge my: Mastercard  Visa  American Express  Discover 

Account Number _____

Name on Card _____

Expiration Date _____ CSC Number _____
(3-digit security code on back of your card)

Billing Zip Code _____

If you would prefer to give us your credit card information over the phone, please call the ABA Professional Development Department at (501) 376-3741. Please do not email credit card information.

Note: Non-Members must pay with credit card or check prior to the event.

Email: kami.coleman@arkbankers.org
Fax: (501) 376-9243
Mail: **Check Payable to:**
Arkansas Bankers Association
Professional Development Department
1220 West Third Street
Little Rock, AR 72201

ABA USE ONLY:

Registered: _____
Amount: _____
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