

BDO Boot Camp

Forum overview:

Cooperative Business Services, LLC and its staff of business lending professionals will provide in depth instruction to class participants as it relates to their development as full time commercial business loan originators. This two year program will provide detailed instruction in all areas that are important to a successful commercial loan business development professional.

In our Level I and Level II courses you will:

- Gain an understanding of the what a complete loan package looks like for underwriting review
- Participate in a detailed discussion on how to develop, maintain and grow a solid network of referrals
- Participate in a detailed discussion regarding the creation of a business plan for loan origination
- Develop and implement a weekly business call program
- Participate in a detailed discussion regarding business call management tools such as ACT for database management
- Learn how to qualify a viable business loan opportunity
- Participate in active role plays that will enable you to work through many different business call scenarios over the 2 year program
- More in depth training on all commercial loan products including conventional programs, SBA programs and effective methods for capturing required information as requested on the business loan application
- Business Development exams at the beginning of each session to continually review product knowledge and calling strategies being taught in the program

Who will benefit?

This two year program is designed for credit union employees who are in a full time commercial loan business development role for their credit union.

Location: Cincinnati, Ohio

Date: Please visit www.cbscuso.com for dates & registration deadlines

Cost: Level I (12 month program) - \$1,275
Level II (12 month program) - \$1,275

Prerequisites: Completion of both Level I and Level II Business Development courses offered through Cooperative Business Services, LLC



**Attendees will be on their own for lunch*