

# Commercial Lending 101

## **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 understanding the basics of business credit underwriting. This one day program will provide detailed instruction in many areas that are specific to identifying and submitting qualified loan opportunities for consideration.

## **You will:**

- Gain an understanding of the what a complete loan package looks like for underwriting review
- Gain an understanding on how to properly package and present a business loan
- Participate in a detailed discussion on key areas a credit underwriter looks at in the underwriting process of analyzing a loan opportunity
- Develop an understanding of the key questions to ask a potential borrower when entertaining a loan request
- Participate in a detailed discussion regarding the presentation of a loan proposal letter and a loan commitment letter
- Participate in a discussion involving an overview of business tax returns, financial statements and credit analysis

## **Who will benefit?**

This one day program is designed for credit union employees who are in a full time commercial loan business development role for their credit union or who interface with business loan inquiries on a regular basis.

**Location:** Cincinnati, Ohio

**Dates Offered:** Please visit [www.cbscuso.com](http://www.cbscuso.com) for dates & registration deadlines

**Cost:** \$275 per attendee

*\* Attendees will be on their own for lunch*

