

# CRM Training Calendar 2011

## 1st Quarter

January	Dates
February	
Regulatory Compliance	February 1
Loan Documentation	February 2
CRM Toolbar	February 8-9
Basic Commercial Lending	February 15-17
March	
Consumer Lending	March 1-2
Small Business Lending	March 3
Understanding Real Estate Appraisals	March 8-9
Intermediate Commercial Lending	March 22-25

All courses are held at our computer training facility in Raleigh, NC

Credit Risk Management, LLC  
GlenLake One, Suite 510  
4140 Parklake Avenue  
Raleigh, NC 27613  
(919) 846-1601

### Course Prices & On-line Registration:

<http://www.creditriskmgt.com/training.html>

Email: CRMTrainingMailbox@creditriskmgt.com

Course dates are subject to change  
Please consult the website for the most  
up-to-date calendar.



**CREDIT RISK**  
MANAGEMENT, L.L.C.

## Lending Compliance Solutions

February 1, 2011

***In these turbulent market conditions, the need for expense control is an absolute necessity. One of the best ways to ensure expense control is to be proactive, not reactive. Compliance errors are expensive – identification, corrective action, and internal controls hit the bottom line directly. This course will help banks change their culture from a reactive stance on errors to a proactive solutions provider. We will address regulatory hot topics and lessons learned with basic compliance technical requirements and a “no more, no less” philosophy towards compliance.***

### Course Content:

- Current compliance hot topics like unfair and deceptive practices in conjunction with borrowers, bank documents, and operating procedures
- Significant federal regulations to include spousal signature prohibitions, John Warner Defense Act requirement, and FACT Act
- New guidance on compliance basics – HMDA, Flood, etc.
- Methods of monitoring compliance out in the field or in the office with proactive solutions

## Loan Documentation

February 2, 2011

***As doc prep systems and big bank centralized delivery systems have evolved, documentation and lending regulatory knowledge by lending personnel have become a lost art. However, loss prevention and compliance mandates require community bankers, with their preferences for the “high touch” approach, to keep a working knowledge of documentation and compliance concepts. This course focuses on the key risk issues of both disciplines facing the community banker.***

### Course Outline:

Legal Documentation Overview - Organizational Documents, UCCs, Titles and Real Estate Documentation

### Course Content:

- Determining the documentation requirements for secured and unsecured consumer, commercial and real estate loans
- Managing the documentation and closing process
- Perfecting security interests in collateral with regard to UCC, titled personal property and real estate
- Collateral issues, including: Title Opinions/Insurance, Surveys, mechanics liens, etc.

## CRM Toolbar Training

February 8-9, 2011

***Valued Credit Risk Management, L.L.C. clients have multiple spreadsheet tools provided to assist in proper underwriting and structuring of consumer, commercial and real estate credits. In response to growing demand, we are offering a unique training course, dedicated to maximizing your investment in the most commonly used spreadsheet underwriting tools.***

### Course Content:

#### Day One:

- Income Producing Property workbook
- Global Cash Flow Analysis Workbook
- Financial Spreads and Projections
- Borrowing Base Calculation Worksheet

#### Day Two:

- Residential Construction Line
- Builder Line of Credit
- Builder Liquidity Analysis Worksheet
- Developer Line of Credit

## Basic Commercial Lending

February 15-17, 2011

***Commercial lending at community banks is relationship-based. It requires understanding both borrower and guarantor financial capacity. This school focuses heavily on global cash flow analysis, as well as on the basic underwriting fundamentals required in underwriting commercial loans for operating companies, 1-4 family rentals and simple owner-occupied real estate.***

### **Course Content:**

- Cash flow and the cash conversion cycle
- Borrower cash flow and global cash flow
- Lending to commercial borrowers
- Understanding risk and mitigation
- Basic real estate lending

## Consumer Lending

March 1-2, 2011

***Consumer lending entails more than just looking at a credit score, especially given the turbulent credit environment. A lender must look beyond the score and objectively judge each credit on a case-by-case basis. Learn how to evaluate credit bureau reports, calculate debt ratios, review personal financial statements, and consider unsecured lending standards using case analysis and classroom discussion.***

### **Course Content:**

- Calculating loan-to-value and the debt ratio
- Review, analysis and comparison of credit reports and Personal Financial Statements
- Determining a borrower's actual net worth
- Determining when and what mitigating factors to use for exceptions
- Making use of the three methods (Adjusted Net Worth, Gross Annual Income and Stable Liquid Assets calculations) to analyze unsecured loans

**Note:** Adding CRM's **Small Business Lending** course will deepen your understanding of consumer lending by addressing borrowers with multiple sources of income and small businesses.

## Small Business Lending

March 3, 2011

***One of the strongest competitive advantages of a community bank is catering to small business owners, but it is extremely important to properly underwrite the cash flow with this type of borrower. This course will help lenders identify when to use tax returns to evaluate requests, calculate simple business cash flow, and global cash flow concepts.***

### **Course Content:**

- Understanding the different business entity types
- Establish the difference between profit and cash flow
- Calculating simple business cash flow using the tax return
- Calculating monthly disposable income standard expense deductions
- Analyzing several cash flow sources and calculating a global cash flow

## Understanding Real Estate Appraisals

March 8-9, 2011

***Understanding real estate appraisals and evaluations is an imperative step in the underwriting and review process given the current market conditions. This course focuses on the basics needed to perform internal real estate valuations where appropriate and to adequately review outside appraisals. We cover the full range of common valuation methods for loans related to Construction, Development, Residential properties, Commercial projects, etc.***

### **Course Content:**

#### Day One:

- Understanding RE Appraisals and Evaluations
- Residential Appraisal Compliance Review
- Real Estate Evaluations

#### Day Two:

- Reading Commercial Real Estate Appraisals
- Understanding Appraisal Methodology and Key Concepts
- Case Studies

## Intermediate Commercial Lending

March 22-25, 2011

***Commercial lending at community banks is relationship-based, and requires an understanding of commercial underwriting, historical and proforma. This course focuses on building these skills, thus promoting meaningful discussions with customers and approvers alike.***

- Identification and analysis of primary and secondary sources of repayment
- Understanding the basis of meaningful operating projections
- Analyzing business financial information to determine operating gross and net cash flows
- Purpose-Structure-Collateral
- Structuring lines of credit and term lending facilities
- How covenants play in monitoring borrower performance
- Guarantors – what they bring to the table and what they don't
- Course includes individual and group case studies