



## **Commercial & Industrial “C&I” Lending**

***Commercial lending at community banks is relationship-based, often requiring understanding of both the borrowing entity’s and the owner’s repayment capacities. To be successful, and add value to borrowers, Credit Risk Management, L.L.C. believes the lender must use a blend of both marketing and underwriting skills. This school focuses on understanding the business entity, and using our basic analytical tools such as tax, business operating, and global cash flow worksheets. In addition, we will cover a more in-depth analysis of cash flow sources and uses of funds, working with spreads and projection, proper loan structuring - such as appropriateness of lines of credit - and credit memo writing.***

**When:** Class begins on Tuesday, October 21, 2008 and ends on Thursday, October 23, 2008. All class sessions start at 9:00 a.m. and end at 4:30 p.m.

**Where:** At our computer training facility in Raleigh, North Carolina. Credit Risk Management, L.L.C. is located at GlenLake One, 4140 Parklake Avenue, Suite 510, Raleigh, NC, 27612, just off of the I-440 Beltline, behind the Crabtree Valley Mall.

**Who Should Attend:** Any lender, underwriter, manager, credit officer or executive who wants to sharpen specific commercial underwriting abilities, tax analysis skills or expand their general knowledge of current commercial market risks and opportunities.

### **Course Outline:**

- Day 1 – Tax Cash Flow, Global Cash Flow
- Day 2 – Financial Statement Analysis, Projections and Credit Memos
- Day 3 – Lines of Credit

**Course Content:** This fast-paced three-day course includes:

- Learning to identify the different, possible legal entity organizations of a business
- Calculating cash flow and debt ratio, utilizing the following tax forms:
  - Form 1040, Schedules A, B, C, E and F
  - Schedule K-1, Form 1065
  - Form 1065
  - Schedule K-1, Form 1120
  - Form 1120
- Calculating an individual’s global cash flow from multiple sources and entities, based on their tax returns
- Understanding actual cash paid to an individual by each closely held entity and the potential impact of the entity’s operating performance
- Analyzing Income Statements and Balance Sheets

- Calculating Business Operating Gross Cash Flow and Operating Net Cash Flow Ratios
- Credit Memo writing tips
- Determining general sources and uses of cash for a business
- Determining A/R, A/P and INV days
- Borrowing Base Calculations
- Projections
- When and how to use lines of credit

**Dress:** Business casual.

**Cost:**

1 person (3 days) \$325/day	\$975 per person
2 – 4 people attending this workshop or CRM Credit Manual Client \$275/day	\$825 per person

**\*Other Credit Risk Management Training this year: (*mark your calendars*)**

- **Consumer Lending – August 27-28, 2008**
- **Credit Underwriting with CRM Toolbar – September 9-11, 2008**
- **Real Estate Lending – September 16-18, 2008**
- **Understanding Real Estate Appraisals – September 23-24, 2008**
- **Compliance Topics – October 1, 2008**
- **Loan Documentation – October 2, 2008**
- **Consumer Lending – November 4-5, 2008**
- **Credit Underwriting with CRM Toolbar – December 9-11, 2008**

**Registration:** To enroll, register on-line at <http://www.creditriskmgt.com/go.php>. We will invoice you once we have received your registration form. A packet will be sent to each participant that includes directions as well as hotel and restaurant information. Please contact us with any questions.

- Email: [CRMTrainingMailbox@creditriskmgt.com](mailto:CRMTrainingMailbox@creditriskmgt.com)
- Fax: 919-846-5760
- Phone: 919-846-1601
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