

Lending School

Friday, November 3, 2017
9:30 a.m. - 4:00 p.m.

Speaker: Brett Christensen - Owner, CU Lending Advice
Location: Il Monticello, 577 S. Broad St, Meriden, CT





2017 Lending School – Program Information



As owner of CU Lending Advice, Brett works directly with credit unions in the U.S. and Canada, teaching and consulting on various lending topics to professionals that work in the CU industry. His personal and speaking style have made him a popular and sought after speaker in the industry. Prior to forming his own company, Brett worked for four years as a lending consultant and trainer for Lending Solutions Consulting, Inc. of Elgin, Ill. Brett holds a Master of Business Administration degree from the University of Phoenix.

PROGRAM OUTLINE

This is an ideal program for improving lending at your credit union. The focus of Brett's workshop will be on improving loan volume through analyzing the member relationship. The program targets new lenders and serves as a refresher to more experienced staff. Areas of discussion will include:

- Lending is an Attitude
- Building Higher Risk Loans in the Interview
- Proven Sales Techniques
- New FICO Information
- Underwriting Approaches Needed to Grow Loans
- The Best Loan Department Design (that you haven't considered)
- Bankruptcy Avoidance
- Debt Ratio Analysis
- The Best Way to Look at Loan-to-Value
- Underwriting Higher Risk Loans

REGISTRATION FORM

Credit Union: _____

Name: _____ Email: _____

Name: _____ Email: _____

Name: _____ Email: _____

Register by Friday, October 27, 2017

Email: events@culct.coop

FAX: 203-294-4882

Breakfast and lunch will be provided. This education is dues supported.