



## 2012 Education Calendar

Date	Course	Host/Location
May 22	Targeting Professional Practices & High Net Worth Businesses	Live Webcast 10 a.m. Pacific Time
June 12 -13	Analyzing Business Loans	Catalyst Corporate FCU Plano, TX
August 20 - 22	CUBG National Business Services Conference	Portland, OR
September 18 - 20	Nuts 'n Bolts Series: Advanced Real Estate Lending & Analysis Advanced Tax Return Analysis Agricultural Lending	Envista CU Topeka, KS

**Analyzing Business Loans:** This in-depth business lending course covers the full spectrum of business loans, including reading and interpreting tax returns, debt service coverage, appraisals, and examiner hot buttons. The course is presented in an efficient but in-depth three day format.

**Targeting Professional Practices & High Net Worth Businesses** Learn the ins and outs of targeting professional practices such as doctors, dentists and lawyers as business members. This two-hour live webcast will focus on the borrowing and depository needs of these high net worth businesses and how to get in the door.

**The Nuts 'n Bolts of Advanced Tax Return Analysis** A five-hour advanced course designed to teach the skills needed to quickly and accurately analyze all types of business tax returns. Through real case studies, participants will learn to accurately review and use tax returns to make better lending decisions.

**The Nuts 'n Bolts of Agricultural Lending** A five-hour introductory course designed to provide participants with the basic skills needed to begin undertaking credit analysis, loan structuring, and monitoring of agricultural and agribusiness loans.

<u>Pricing</u>	<u>CUBG Members</u>	<u>All Other Credit Unions</u>
Analyzing Business Loans	\$695	\$795
CUBG National Conference	\$595	\$695
Nuts 'n Bolts Course (per course)	\$149	\$199
Nuts 'n Bolts Course Two Course Package	\$279	\$369
Nuts 'n Bolts Course Three Course Package	\$399	\$549
Targeting Professional Practices & High Net Worth Businesses	\$129	\$179