



Earn up to 5 CPE Credits

The Nuts 'n Bolts of Advanced Loan Officer Development

Program Level: Basic

Delivery Method: Group-Live

Prerequisite: Basic understanding of business lending

Advanced Preparation: Review your credit union's business loan policy

Target Audience: Loan officers, branch management and staff that are involved in business lending

This advanced course is designed to help your staff take the next step in building your business loan program. Join us as we teach credit union business lending professionals how to sharpen and enhance their negotiation skills and be proactive and effective lenders in your market.

In this one-day course you will:

- Gain the knowledge and confidence you need to compete for business loans
- Find out how you can best prepare for taking business loan applications
- Uncover the tricks your competitor's loan officers use
- Learn how to negotiate rates, covenants, terms, and fees
- Discover the negotiating tactics that applicants have been using on you
- See what part personality styles play in the application process
- Learn the different tools you have available to close a deal

To register, complete the registration form and fax to (503) 230-8857. Call 866-484-2876 for questions.

2010 Course Date and Location

September 23rd, 9am-3pm

Southwest Corporate Federal Credit Union
6801 Parkwood Blvd.
Plano, Texas 75024

Course Fee: \$149 for CUBG Members, \$199 for all others



Mike Mucilli, CUBG
Instructor.

Cancellations within 30 days of the session will be charged a 15% administrative fee. Cancellations within 7 days of the session will be charged 50% of the normal fee. Educational materials are proprietary and will only be provided to conference attendees. For more information regarding administrative policies such as complaint or refund, please contact our office at (866) 484-2876.



Nuts 'n Bolts of Education Series

Course Registration Form

Southwest Corporate Federal Credit Union:

6801 Parkwood Blvd.
Plano, Texas 75024

September 23 – Nuts 'n Bolts of Advanced Loan Officer Development

Please complete separate registration forms for each attendee.

Attendee Information

Name Mr. Mrs. Ms. _____

Title (as it should appear on your badge) _____

Organization _____

Address _____

City _____ State _____ Zip _____

Office Phone (_____) _____ Office Fax (_____) _____

Cell Phone (_____) _____ Email _____

Attendee Categories and Fees (Please check the appropriate box. Payment must accompany registration.)

CU Business Group Members - \$149

CU Business Group Affiliates and all others - \$199

Attendee Payment Information

Credit Card – please choose one Visa Mastercard

Check Enclosed

Card Number _____ Exp Date _____

Security Code (last 3 digits on back of card) _____ Billing Zip Code _____

Signature _____ Total Payment Enclosed / Authorized \$ _____

Cancellations – All cancellations must be made in writing or via email. Cancellations within 30 days of the program will be charged a 15% administrative fee. Cancellations within 7 days of the program will be charged 50% of the normal fee.

E-mail form to: education@cubg.org

Fax form to: 503-230-8857

Mail form to: CU Business Group

PO Box 19359

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