

MARCH 22-26, 2021

COMMERCIAL LENDING ACADEMY



BARRET
SCHOOL OF BANKING

Topics include:

- Loan structuring
- Loan packages and business writing skills
- Loan policy concepts and risk ratings
- Loan pricing concepts
- Analyzing personal financial statements and tax returns
- Introduction to business financial statements and tax returns
- Real estate lending fundamentals
- Business development and sales skills

FEATURES:

- 42 hours of instruction are scheduled.
- Enrollment will be limited to ensure greater interaction with the instructor case leaders and peers.
- Tuition is \$1,195



Instructor, Richard Hamm, is President of Advantage Consulting and Training in Huntsville, AL.