

Gain a Broad-Based Understanding of Commercial Lending & Business Development

Ideal for individuals looking to attain well-rounded business development and/or commercial lending skills, the School of Commercial Lending allows students to dive into business development, credit structuring, the practical application of commercial lending knowledge, and client and internal communication. This school's curriculum is similar to 200- and 300-level college course study.

HOW WILL THIS SCHOOL PREPARE STUDENTS FOR THEIR BANKING FUTURES?

Upon completion of the PA Bankers School of Commercial Lending, students will have a broad-based understanding of their role as commercial lenders and be more effective at business development. The school is a stepping-stone to achieving senior lender status.

WHO SHOULD ATTEND?

The school is designed for individuals looking to attain a well-rounded business development and commercial lending skill set.

Suggested attendees:

- Commercial lenders wanting to expand their knowledge and skill sets
- Branch managers required to be skilled in commercial lending
- Credit analysts who need to understand the practical application of lending skills

PREREQUISITES

- High school diploma
- Two or more years of commercial lending and/or credit analysis experience

Strongly Suggested Prerequisite Courses:

- ABA Training's General Accounting, Analyzing Financial Statements and Commercial Lending Courses
- PA Bankers' Essentials of Commercial Lending Seminar



WHAT CAN I EXPECT?

1

Attend the PA Bankers School of Commercial Lending to network with other industry professionals and gain a broad-based understanding of your role as a commercial lender. **We strongly encourage you to bring a laptop, tablet or other electronic device to access all school materials, as PA Bankers will not distribute any paper materials as part of the PA Bankers Paperless Initiative.**

2

Take the post-school online exam within two weeks of completing the school to receive a certificate of completion.

3

Receive top exam scores to be designated as an honor student.

CONTINUING EDUCATION

This program has been approved for 33 CPE credits.

Check www.pabankers.com for credit updates.

ESTEEMED FACULTY

Dennis Budinich

Consultant

Assistant Director

Matthew Colgan

SVP, Regional Commercial Banking
Manager
NBT Bank

Frank Covelusky

Senior Lending Officer
First Citizens Community Bank

Director

Mark D. Drenchko

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Training
CNB Bank

Jami A. Theiller

Cash Management Sales Manager
First Citizens Community Bank



TUITION: Members: \$3,000 | Affiliate Members: \$3,500 | Non-Members: \$4,500

Visit www.pabankers.com to register today.

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