



LENDING TRAINING FOR COMMUNITY BANKERS

**SCHOOLS, KEYNOTES, SEMINARS
AND IN-BANK TRAINING**

TOPIC	BRIEF OVERVIEW
<p>Commercial Lending Schools</p>	<p>Using the commercial lending school curriculum authored by Mr. John Barrickman, John presents this week-long program for several state bank associations as either a principal instructor or sole presenter.</p> <p>John has developed a two-day Introduction to Commercial Lending program as well as a three-day Commercial Lending School.</p> <p>John also presents a two-day Advanced Commercial Lending School that highlights business lending decision-making techniques which are applied to a series of case studies.</p>
<p>Consumer Lending School</p>	<p>For consumer and residential lenders, John has developed a two-day school. The first day emphasizes consumer loan origination. The second day covers residential loan origination. Each day focuses on the related fair lending compliance aspects for both consumer and residential lending.</p>
<p>Lending Essentials School</p>	<p>For beginning lenders and loan support staff, John presents a three-day school. Consumer, Residential and Business Lending are discussed.</p>
<p>Seminars</p>	<p>Over the years, John has presented a variety of lending seminars to many state bank associations. Past seminar topics have included:</p> <ul style="list-style-type: none"> • Managing the Community Bank's Loan Review Function • Managing the Community Bank's Appraisal and Evaluation Program • A Workshop for Loan Assistants and Loan Processors • Consumer and Commercial Loan Documentation • Advanced Cash Flow • Asset-Based Lending: Managing Lines of Credit • Analyzing the Business Owner's Personal Financial Statement and Tax Returns • Commercial Real Estate Lending
<p>Each of these programs can be customized for a full day of training or for Keynotes or Breakout sessions.</p> <p>For your brochure and marketing information we will provide</p> <ul style="list-style-type: none"> • Complete Seminar Overview with Specific Learning Objectives • List of Personnel Appropriate for Attending the Seminar • Learning Resources that will be provided with the Program. 	

Cochran Associates LLC

1601 Green Berry Rd • Jefferson City, MO 65101 • Phone: 573-291-1591
E-mail: john@cochranassociatesllc.com • Website: www.cochranassociatesllc.com