

2017–2018

RMA Wisconsin Chapter — Advanced Credit Analyst Series

The RMA Wisconsin Chapter has scheduled their 3rd Annual Advanced Credit Analyst Series for experienced Credit Analyst to further their training. You can register for these classes on an individual basis or you can sign-up for the entire series at a discounted rate. These classes can also benefit lenders and lending personnel who desire to strengthen their commercial lending skills in specific areas. Following are the dates and classes included in the series:

#1

September 26, 2017 **NEW-Essentials of** **Credit Presentations**

The objective of this course is to provide informative, practical information related to the creation of more effective written loan presentations. Your loan presentations are the “window” into your credit risk administration process. Loan presentations that lack focus, ignore crucial factors or that are incomplete, leave a negative impression about your credit risk administration in general. Once that impression is created, it can be difficult to change. This is particularly important in a regulatory environment where examiners are highly focused on the lender credit risk process.



#2

October 23–24, 2017 **Cash Flow Analysis II:** **Applied Concepts (2 day class)**

RMA's Cash Flow Analysis II: Applied Concepts teaches you to link financial analysis to industry, business, and management risk issues and enables you to effectively negotiate a lending request. This course is primarily for experienced lenders who are already proficient in financial accounting, financial statement analysis, and cash flow analysis. Credit trainees and other support personnel may benefit if they have the requisite skills.

#3

November 3, 2017 **Detecting Problem Loans**

Detecting Problem Loans will sharpen your ability to recognize potential problem loans early, to analyze credit and operational risks, and to work with problem credits. Case studies provide an opportunity for you to apply what you have learned throughout the course.

Detecting Problem Loans is for loan officers and other credit professionals who need to understand how to minimize problem loans and to deal with them once they surface.

#4

February TBD, 2018**Advanced Real Estate Cash Flow and Valuation**

A look at the more complex issues in real estate lending — Learn the more complex issues encountered in commercial real estate lending, specifically for income-producing or investment properties. Understand the lease review process, extraordinary rental arrangements, ground leases, advanced documentation issues, valuation using discounted cash flow models, and more complex projects. Advanced Real Estate Cash Flow and Valuation is designed for practicing commercial loan officers and

other lending or credit professionals who need to understand the more advanced concepts of real estate lending. In general, these bankers should have two to three years of experience.

#5

March 27, 2018**Advanced Documentation and Structuring**

Advanced Documentation and Structuring will focus on more complex topics like participations, letters of credit, land contracts, etc. This last class in the series will round out the series.

Location:

Wipfli
2901 E. Enterprise Avenue,
Suite 500
Appleton, WI 54913

Cost for 5 Classes (entire series):

RMA Associate Member \$1,850
RMA NonAssociate at a Member Institution and RMA Professional Member \$2,250
NonMember \$3,400

Additional Discount:

RMA Wisconsin Chapter Supporters take \$200 off Series Price

Cost for Individual Classes:

	#1, 5	#2 (2-day)	#3, 4
RMA Wisconsin Chapter Supporter	\$250	\$ 875	\$495
RMA National Member	\$300	\$ 875	\$495
NonMember	\$350	\$1,265	\$745

#1, 5**#2 (2-day)****#3, 4**

Registration

Name(s) _____

Bank _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

I would like to sign up for the Advanced Credit Analyst Series

I would like to sign up for the following Individual Classes:

- #1 – NEW Essentials of Credit Presentations – September 26, 2017
- #2 – Cash Flow Analysis II – October 23-24, 2017
- #3 – Detecting Problem Loans – November 3, 2017
- #4 – Advanced Real Estate Cash Flow and Valuation – February TBD, 2018
- #5 – Advanced Documentation and Structuring – March 27, 2018

Send completed registration form to sandy@rmawi.org and we will invoice you; or

Mail completed registration form along with check payment to:

RMA Wisconsin Chapter – E4203 Horseshoe Road – Spring Green, WI 53588

Questions – please contact Sandy at 608-588-3100 or email sandy@rmawi.org



THE RISK MANAGEMENT ASSOCIATION