



WESTERN NE LENDING WORKSHOP

September 26th - Front-Line

This all day engaging and entertaining session will empower you to make great loan decisions and earn more of your member's business. This course is designed for loan officers, member service representatives and all lending professionals looking to refresh their lending expertise; this session will cover lending's critical essentials and best practices for lending success including the following topics & more:

- What must happen in every loan interview
- Gain more of your member's business
- Follow the guidelines for secured and unsecured lending
- Teach FICO scores to members, including how to improve them
- Spot three bankruptcy predictors and how to deal with them
- Responsibly underwrite high-risk loans

September 27th - Upper Management

In this all day course you and your management team will learn the tactics and strategies of top performing credit unions around the country. This full day course is educational, entertaining and will accelerate your Lending results to higher levels. We will cover a wide variety of topics and give you actionable steps and information to increase your loan to share ratio, decrease expenses and deliver loans to your members in a modern engaging process.

This session covers:

- Overview of the Competitive Landscape and Disruptive Lenders
- Loan Product Rate & Design
- Productivity and Efficiency
- Loan Delivery Channels
- Loan Department Organization
- Loan Policy Revisions
- Centralized or Decentralized Lending Operation
- Indirect Lending
- Successful Collections

**September 26 -27
Alliance, NE**

**Knight Museum
Theatre Room
908 Yellowstone Ave**

9:00am – 4:00pm
**lunch provided*

\$79 per person
***\$15M & Under - Free**

Registration:

www.nebrcul.org

***Deadline: Sept 20**

SPEAKER:

Don Arkel started as a frontline lender in Nevada, eventually finding his way to a credit union in Colorado.

Don is now Senior Consultant with CU Lending Advice.

