

Lending Course Descriptions

Courses: Lending

Course	Code	Format	Date(s) / Time	Duration	Location	Instructor	Credits/ PDU	Cost
Advanced Credit Analysis and Business Finance	C6001L	Live	Call to Schedule	2 Days	-	V. DiCara	-	TBA
Analyzing Financial Statements	A6920WC	Webcourse	1/28/2019 6:00–8:00 pm	8 weeks	-	M. Collamorecampbell	3	\$450
Analyzing Financial Statements	A6920ILO	Instructor Led Online	2/11/2019	16 weeks	TBA	Online	3	\$550
Analyzing Financial Statements	A6920ILO	Instructor Led Online	7/29/2019	16 weeks	TBA	Online	3	\$550
Analyzing Financial Statements	A6920GL	Guided Learning	-	6 months	-	J. Hallam	3	\$450
Analyzing Personal Financial Statements and Tax Returns	C6002L	Live	Call to Schedule	-	-	V. DiCara	-	TBA
Analyzing the Tax Returns of Businesses	C6003L	Live	Call to Schedule	-	-	V. DiCara	-	TBA
Appraisal Procedures	A6004SP	Self Paced	-	1 hour	-	Online	-	\$95
Basics of Mortgage Processing	A6005SP	Self Paced	-	45 min	-	Online	-	\$95
Certificate in Business and Commercial Lending	A6006SP	Self Paced	-	-	-	Online	-	\$600
Certificate in Lending Compliance Bundle	A6007SP	Self Paced	-	28 Hours	-	Online	-	\$2195
Commercial Lending	A6350ILO	Instructor Led Online	2/4/2019	12 weeks	-	Online	3	\$550
Commercial Lending	A6350L	Live	4/3/2019 6:00-8:00 pm	8 weeks	Rockport, Maine	V. Roberts	3	\$450
			Camden National Operations Center		Rockport, Maine			
Commercial Lending	A6350GL	Guided Learning	-	6 months	-	T. Kolonoski	3	\$450
Commercial Real Estate Lending Decision Process Package	A6008BSP	Self Paced	-	25 hours	-	Online	-	\$720
Commercial Real Estate Lending Series 1: Types of CRE Loans, Risk Areas and Performance Drivers	A6009SP	Self Paced	-	-	-	Online	-	\$125
Commercial Real Estate Lending Series 2: The CRE Underwriting Process	A6010SP	Self Paced	-	-	-	Online	-	\$125
Commercial Real Estate Lending Series 3: Financing Different Types of Commercial Properties	A6011SP	Self Paced	-	-	-	Online	-	\$125
Commercial Real Estate Lending Series 4: Understanding & Evaluating Leases, Appraisals & Environmental Assessments	A6012SP	Self Paced	-	-	-	Online	-	\$175
Commercial Real Estate Lending Series 5: Loan Structure and Documentation Considerations	A6013SP	Self Paced	-	-	-	Online	-	\$125
Commercial Real Estate Lending Series 6: Construction Lending	A6014SP	Self Paced	-	-	-	Online	-	\$175
Completing the HUD 1	A6015SP	Self Paced	-	30 min	-	Online	-	\$95
Consumer Credit Basics	A6016SP	Self Paced	-	20 min	-	Online	-	\$55
Consumer Credit Products	A6017SP	Self Paced	-	1.5 hours	-	Online	-	\$95
Consumer Lending	A7008ILO	Instructor Led Online	1/14/2019	16 weeks	-	Online	3	\$500
Consumer Lending	A7008ILO	Instructor Led Online	6/24/2019	16 Weeks	-	Online	3	\$500
Consumer Lending	A7008GL	Guided Learning	-	6 months	-	A. Lederer	3	\$450
Consumer Loan Processes	A6018SP	Self Paced	-	20 min	-	Online	-	\$55
Credit Products for Small Businesses	A6019SP	Self Paced	-	40 min	-	Online	-	\$95
Discovering FHA Programs	A6020SP	Self Paced	-	1 hour	-	Online	-	\$95
Elements of Title Insurance	A6021SP	Self Paced	-	1 hour	-	Online	-	\$95

Essentials of Mortgage Lending	A6022SP	Self Paced	-	1.5 hours	-	Online	-	\$95
Explaining Loan Modifications	A6023SP	Self Paced	-	1 hour	-	Online	-	\$95
Fundamentals of Consumer Lending Suite	A6024SP	Self Paced	-	40 min	-	Online	-	\$95
Fundamentals of Credit Analysis and Business Finance	C6025L	Live	4/10/2019 & 4/11/2019 9:00am—4:00pm	Full Day	New Gloucester, ME	V. DiCara	2	\$480
Pineland Conference Center, 16 Pineland Drive, off Route 231, first building on left								
Fundamentals of Mortgage Lending	A6026ILO	Instructor Led Online	1/14/2019	6 weeks	TBA	Online	-	\$300
Fundamentals of Mortgage Lending	A6026ILO	Instructor Led Online	6/17/2019	6 weeks	TBA	Online	-	\$300
Gathering the Facts on Mortgage Fraud	A6027SP	Self Paced	-	1 hour	-	Online	-	\$95
Handling Mortgage Inquiries and Making Referrals	A6028SP	SP	-	1.5 hours	-	Online	-	\$95
Introduction to Agricultural Lending	A6029ILO	Instructor Led Online	2/25/2019	8 weeks	-	Online	-	\$475
Introduction to Agricultural Lending	A6029ILO	Instructor Led Online	7/15/2019	8 weeks	-	Online	-	\$475
Lending as a Cornerstone of Banking	A6030SP	Self Paced	-	10 min	-	Online	-	\$55
Lending Decision Process Complete Package	A6031BSP	Self Paced	-	50 hours	-	Online	-	\$720
Lending Decision Process Series 1: Industry, Management and Economic Influences	A6032SP	Self Paced	-	-	-	Online	-	\$100
Lending Decision Process Series 2: Interpreting Quality of Financial Reports and Accounts	A6033SP	Self Paced	-	-	-	Online	-	\$100
Lending Decision Process Series 3: Analyzing the Company's Financial Performance and Condition	A6034SP	Self Paced	-	-	-	Online	-	\$200
Lending Decision Process Series 4: The Cash Cycle, Seasonality & Discovering Borrowing Causes & Repayment Sources	A6035SP	Self Paced	-	-	-	Online	-	\$150
Lending Decision Process Series 5: Analyzing Cash Flow Statements to Measure Long-Term Repayment Ability	A6036SP	Self Paced	-	-	-	Online	-	\$150
Lending Decision Process Series 6: Using Financial Projections to Fine Tune the Credit Analysis	A6037SP	SP	-	-	-	Online	-	\$150
Loan Collectors Training	C6038GL	Guided Learning	-	6 months	-	A. Lederer	1	\$300
Mortgage Customer Counseling and Prequalification	A6039SP	Self Paced	-	2.5 hours	-	Online	-	\$95
Mortgage Lending Certificate	O6040SP	Self Paced	-	-	-	Online	-	\$850
Personal Tax Return Analysis	A6041SP	Self Paced	-	6 hours	-	Online	-	\$95
Preparing the Closing Disclosure	A6042SP	Self Paced	-	1 hour	-	Online	-	\$95
Preparing the Loan Estimate	A6043SP	Self Paced	-	1 hour	-	Online	-	\$95
Processing and Underwriting Credit	A6044SP	Self Paced	-	1 hour	-	Online	-	\$95
Processing Income and Assets	A6045SP	Self Paced	-	1 hour	-	Online	-	\$95
Real Estate Appraisal	CA6046ILO	Instructor Led Online	3/4/2019	12 weeks		TBA	3	\$645
Real Estate Appraisal	CA6046ILO	Instructor Led Online	6/10/2019	12 weeks		TBA	3	\$645
Real Estate Finance	CA6047ILO	Instructor Led Online	2/4/2019	12 weeks		TBA	3	\$645
Real Estate Finance	CA6047ILO	Instructor Led Online	6/3/2019	12 weeks		TBA	3	\$645
Real Estate Law	CA6048ILO	Instructor Led Online	2/11/2019	12 weeks		TBA	3	\$645
Real Estate Law	CA6048ILO	Instructor Led Online	6/17/2019	12 weeks		TBA	3	\$645

Residential Mortgage Lender Certificate	A6049SP	Self Paced	-	-	-	Online	-	\$775
Residential Mortgage Lending	CA6050ILO	Instructor Led Online	1/14/2019	12 weeks	-	TBA	3	\$645
Residential Mortgage Lending	CA6050ILO	Instructor Led Online	2/25/2019	12 weeks	-	TBA	3	\$645
Residential Mortgage Lending	CA6050ILO	Instructor Led Online	4/8/2019	12 weeks	-	TBA	3	\$645
Residential Mortgage Lending	CA6050ILO	Instructor Led Online	6/17/2019	12 weeks	-	TBA	3	\$645
Residential Mortgage Lending	CA6050ILO	Instructor Led Online	7/8/2019	12 weeks	-	TBA	3	\$645
Residential Mortgage Lending	C6050GL	Guided Learning		6 months	-	A. Lederer	3	\$450
Residential Mortgage Lending	C6050L	Live	1/8/2019 5:30pm–8:30pm	8 weeks	Morrisville, VT	M. Greene	3	\$450
Union Bank, 20 Lower Main Street, Morrisville, Vermont								
Reviewing the Appraisal Report	A6051SP	Self Paced	-	1 hour	-	Online		\$95
Small Business Borrowing	A6052SP	Self Paced	-	50 min	-	Online		\$95
Structuring Commercial Loan Packages	C6053L	Live	Call to Schedule	-	-	V. DiCara		TBA
The Mortgage Lending Business	A6054ILO	Instructor Led Online	4/8/2019	6 weeks	-	TBA		\$300
Understanding Business Borrowers	A6055SP	Self Paced	-	-	-	Online		\$150