



Instructor:
Vera Roberts

COMMERCIAL LENDING

Course # A6350L

The First, 63 Union St, Rockland, Maine



WEDNESDAYS STARTING APRIL 3, 2019

RUNS FOR 8 SESSIONS FROM 6-8 PM

course description

This up-to-date course provides the knowledge and skills required to identify the credit needs of various types of business customers and to sell a "total Banking" relationship. It covers both the technical and interpersonal skills for a successful loan officer.

how to enroll

Enrollment must be received at least one week prior to the start date of the class. Enroll online at our website, CFTEA.org or with the enrollment form on this flyer.

how class works

Attend this live class in Rockland allows for peer interaction and access to a seasoned commercial lender as your instructor. Parking by post office.

tuition

\$450 per participant. Materials included.

withdrawal policy

CFTEA withdrawal policy is outlined within our latest catalog and on our website. Before class begins the enrollment may be transferred to another student with the approval of the student's employer and the CFTEA office

Registration Form

Name: _____

Last Four Digits of SS#: _____

Email used for Course:

Telephone #: _____

Organization and Mailing Address:

Authorized by:

Detailed daily agenda located at cftea.org under Course Descriptions—Lending.

Register online at CFTEA.org

Scan registration form to info@cftea.org or

FAX to: 207.514.8260

Questions? Call 888.366.3242