



## Credit Union Webinar Training 1<sup>st</sup> Quarter 2010

CU Business Group offers comprehensive, concise training courses on business services in a convenient and efficient webinar format. The schedule below shows our webinars for the upcoming quarter. The following is the general webinar fee schedule:

CUBG Members	<b>First login free for all 100 level courses, each additional at \$69 per login All 200-300 level courses are \$69 per login</b>
All other Credit Unions	\$99 per login

**Fees:** All fees will be charged at the time of registration. Refunds will not be processed once training materials have been sent out regardless of attendance. Cancellations will be charged a \$15.00 processing fee when requested before training materials have been sent out (approximately 2 business days preceding the scheduled session).

**Registration:** To sign up for these webinars, please complete the registration form at the end of this document. Registration deadlines are always 2 business days preceding the scheduled session. Please reference CUBG's website at [www.cubg.org](http://www.cubg.org) for the most current course offerings.

### 1st Quarter Schedule at a Glance

January	Central Time	Course Level	Course Title
Wednesday, January 6	12:00 p.m.	Introductory	<i>CU Business Group – Bringing Business to You</i> **FREE**
Tuesday, January 12	2:00 p.m.	Collections 401	<i>Avoiding Lender Liability in the Collection Process</i>
Friday, January 15	11:00 a.m.	Business Lending 103	<i>The Basics of SBA Lending</i>
Wednesday, January 20	2:00 p.m.	Business Lending 102	<i>Closing Loan Documents</i>
Tuesday, January 26	1:00 p.m.	Introductory	<i>The Basics of Buying and Selling Loan Participations</i> **FREE**
Friday, January 29	11:00 a.m.	Business Lending 203	<i>Loan Operations, Exam Considerations and Other Must-Know Topics</i>
February			
Wednesday, February 3	1:00 p.m.	Business Lending 104	<i>The Basics of Lines of Credit</i>
Friday, February 5	11:00 a.m.	Business Lending 101	<i>The Loan Application Package</i>
Tuesday, February 9	1:00 p.m.	Introductory	<i>CU Business Group – Bringing Business to You</i> **FREE**
Thursday, February 11	12:00 p.m.	Business Lending 202	<i>Commercial Real Estate Appraisals</i>
Friday, February 12	12:00 p.m.	Introductory	<i>Enhancing the CUBG Underwriting Process</i> **FREE**
Tuesday, February 16	12:00 p.m.	Collections 201	<i>Basic Collections and Dealing with Problem Loans</i>
Wednesday, February 17	1:00 p.m.	Introductory	<i>CU Business Group's Portfolio Risk Manager</i> **FREE**
Friday, February 19	2:00 p.m.	Business Deposits 201	<i>Managing Deposit Fraud Risk</i>
Friday, February 26	11:00 a.m.	Business Services 101	<i>Effective Interviewing</i>
March			
Tuesday, March 2	2:00 p.m.	Introductory	<i>Merchant Services: Introduction and Overview</i> **FREE**
Friday, March 5	12:00 p.m.	Business Lending 201	<i>Understanding NCUA MBL Regulations</i>
Wednesday, March 10	12:00 p.m.	Introductory	<i>CUBG Products and Services Overview</i> **FREE**
Friday, March 12	12:00 p.m.	Business Lending 205	<i>Lines of Credit and Interviewing Your Borrower</i>
Monday, March 15	1:00 p.m.	Collections 301	<i>Advanced Collections, Foreclosures &amp; Liquidations</i>
Thursday, March 18	2:00 p.m.	Business Deposits 101	<i>The New Accounts Desk</i>
Monday, March 22	12:00 p.m.	Business Lending 302	<i>Taking Care of the House...Business Loan Portfolio Management</i>
Friday, March 26	11:00 a.m.	Business Lending 204	<i>Business Loan Participations, New Regulations and Requirements</i>
Wednesday, March 31	1:00 p.m.	Business Lending 301	<i>HOT TOPICS in Environmental Due Diligence</i>