

MARCH 4-8, 2024

VIRTUAL/LIVE TRAINING

# COMMERCIAL LENDING ACADEMY

MAINE BANKERS  
Association



BARRET  
SCHOOL OF BANKING

This **virtual/live workshop** is designed to provide immediate, tangible training for employees new to commercial lending and to improve skills of less-experienced commercial lenders.

## Topics include:

- Loan structuring
- Loan packages and business writing skills
- Loan policy concepts and risk ratings
- Loan pricing concepts
- Analyzing personal financial statements and tax returns
- Introduction to business financial statements and tax returns
- Real estate lending fundamentals
- Business development and sales skills



Instructor  
**Richard Hamm**  
President of Advantage  
Consulting and Training  
Huntsville, AL.

### Register:

<https://barretbanking.org/landings/cla/>

## FEATURES:

- 42 hours of instruction are scheduled.
- Enrollment will be limited to ensure greater interaction with the instructor case leaders and peers.
- Tuition is \$1,195