

## FEES

The following fees include the program, training materials, continental breakfast, lunch and refreshments for each day.

### **IBA Members - \$425**

Participation in IBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or non-member rates. Surcharge of 100% for Non-Members.

## LOCATION

This two-day seminar will be at the IBA Center for Professional Development, located at 8425 Woodfield Crossing Blvd., Suite 155E, Indianapolis, IN 46240. Directions, map & a list of local hotels are available on our website, [www.indianabankers.org](http://www.indianabankers.org) or by calling 317-387-9380.

## SPECIAL ACCOMMODATIONS

The IBA is committed to providing the best education in the best facility possible. To that end, we strive to accommodate any special needs bankers may have while attending our programs. If you need special accommodations or have dietary restrictions, please let us know.

## CONFIRMATION / CANCELLATION

The IBA will send confirmations as requested for its programs. Please check the appropriate box & include a fax number on the registration form. If you have questions, contact Marcy Borden via e-mail at [mborden@indianabankers.org](mailto:mborden@indianabankers.org) or phone the IBA Office at 317-333-7162.

Within three or more business days prior to the day of an educational program, no cancellation charge will be assessed. Within two days prior, 50% of the fee is assessed. Refunds are not provided for cancellations the day before or absences on the day of the program. Substitutions are welcome at anytime.

Non-Profit Org.  
U.S. POSTAGE  
PAID  
Indianapolis, IN  
Permit No. 221

  
INDIANA BANKERS™  
FOUNDATION  
IBA Foundation Inc.  
8425 Woodfield Crossing Blvd.,  
Suite 155E  
Indianapolis, IN 46240

**Mailing Address Information**  
If the addressee listed on this brochure is no longer employed at the bank or the mailing address is incorrect, please update the information on our website at [www.indianabankers.org](http://www.indianabankers.org) or contact Wendy Collin at 317-387-9380, or email: [wcollin@indianabankers.org](mailto:wcollin@indianabankers.org)

## SEMINAR

This course is designed to address the needs of bank personnel with minimum experience in analyzing commercial and consumer loan requests.

- Attend This IBA Seminar -

# Training the Credit Analyst

*Tuesday & Wednesday*  
July 28-29, 2020

**IBA Center  
for Professional  
Development  
Indianapolis**



Register Online  
[www.indianabankers.org](http://www.indianabankers.org)

## PROGRAM OVERVIEW

Training the Credit Analyst Level 1 is a course designed to address the needs of bank personnel with minimum experience in analyzing commercial and consumer loan requests or no formal training in accounting and credit analysis.

This course begins by teaching the principles of Accounting and Assumptions utilized to prepare financial statements and tax returns. Accounting is the foundation upon which financial statement and tax returns are prepared. Successful Lenders and Credit Analysts possess a firm understanding of accounting. The course will then progress to a detailed review of financial statement including the balance sheet, income statement, statement of retained earnings, statement of cash flow and notes to the financial statements.

The most common credit ratios utilized to reach credit decisions will also be covered to determine a company's liquidity, leverage and operating performance then progression will lead into the calculation of cash flow analysis utilizing the Uniform Cash Analysis Method in addition to the Traditional and EBITDA (Earning Before Interest, Taxes, Depreciation and Amortization) Methods.

## WHO SHOULD ATTEND

Credit Analysts, Consumer Lenders, Commercial Lenders, Branch Managers, Loan Review Personnel, Real Estate Lenders, Credit Administration Personnel

## AGENDA BOTH DAYS

8:30 a.m. Registration & Continental Breakfast  
9:00 a.m. Program Begins  
12:00 Noon Lunch (included)  
1:00 p.m. Program Resumes  
4:00 p.m. Program Adjourns

## SEMINAR TOPICS

Specifically, the course will cover the following topics:

- Accounting Principles and Assumptions
- Understanding the Rules of Debits and Credits to create financial statements
- Detail review of financial statements and tax returns
- How to calculate credit ratios to determine financial strength defined by Liquidity, Leverage, Asset Management Capability and Operating Performance
- How to calculate Cash Flow utilizing the Uniform Cash Analysis Method

To reinforce the learning experience, several case studies will be utilized.

## PRESENTER

**Jeffery W. Johnson** is a training professional in the financial industry leading various seminars covering important topics relating to issues in financial institutions. He teaches actively for fifteen state banking associations in the United States, Risk Management Association (RMA) and individual financial institutions nationwide. He co-authored a training course entitled "Lending to Service and Other Professional Organizations" for RMA in 2001.

Mr. Johnson earned a B.A. Degree in Accounting from Morehouse College in Atlanta; a MBA in Finance from John Carroll University in University Heights, Ohio; Banking diploma from Prochnow School of Banking at the University of Wisconsin and a Graduate Certificate in Bank Management from the Wharton School of Business at the University of Pennsylvania.

## TRAINING THE CREDIT ANALYST

(Dept. 15)  
*Please type or print legibly.  
Copy this form for additional participants.*

Name \_\_\_\_\_

Nickname for Badge \_\_\_\_\_

Bank/Firm \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Emergency # (In case of bad weather, etc.) \_\_\_\_\_

E-Mail \_\_\_\_\_

### Fees

\$425 IBA Member

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### Payment Information

Total payable to the IBA Foundation, Inc.

Check Enclosed  VISA  MasterCard  AMEX

Account Number \_\_\_\_\_

Exp. Date \_\_\_\_\_

Confirmation  Fax a map & list of Hotels

**Dress is Business Casual**

**Register online: [www.indianabankers.org](http://www.indianabankers.org)**

*Return this form to:*

**IBA Foundation Inc.**

8425 Woodfield Crossing Blvd  
Suite 155E

Indianapolis, IN 46240-7321

317-387-9380 Fax: 317-333-7162

**Image Use Policy:** Registration in IBA events constitutes an agreement to the IBA's use and distribution of the attendee's image or voice. For more details: [indianabankers.org/policy](http://indianabankers.org/policy)

**Register online: [www.indianabankers.org](http://www.indianabankers.org)**