

Commercial Loans to Small Business

STRENGTHEN YOUR SMALL BUSINESS LOAN PORTFOLIO



DURATION

25 - 30 hours



DELIVERY CHANNEL

eLearning

*Skills Application Lab
Available*



Course Modules:

- 1 Assessing the Opportunity
- 2 Identifying Borrowing Causes
- 3 Assessing Business, Industry, and Management Risk
- 4 Analyzing Business Financial Statements
- 5 Analyzing Personal Financial Statements
- 6 Analyzing Cash Flow and Projections
- 7 Structuring the Loan

COURSE OVERVIEW & BENEFITS

Global cash flow. Partnerships. LLCs. Personal guarantees. There's no question that small business lending requires specialized skills and knowledge.

Commercial Loans to Small Business teaches business bankers, lenders, analysts and underwriters how to use the Decision Strategy™ to analyze lending opportunities with businesses that earn less than \$15 million in annual revenue.

This comprehensive, risk-focused training solution begins by examining the asset conversion cycle and the different ways it unfolds at manufacturing, wholesaling, retail and service businesses.

Participants then explore potential borrowing causes, so that they're able to identify the underlying factors driving the business's financing needs. They also learn how to identify and evaluate risks inherent to the client's industry, and perform an in-depth analysis of management and its strategies and goals.

Their evaluation of a business's financial condition incorporates both business and personal financial statements and tax returns, and focuses on the often-close relationship between a small business's finances and the owner's personal finances.

Finally, the course explores proper loan structuring techniques, including the use of covenants to mitigate risks uncovered during the loan analysis process.

The recommended prerequisite to Commercial Loans to Small Business is Financial Accounting for Lenders (or the ability to demonstrate an equivalent understanding of business financial statement construction and content).

LEARNING OBJECTIVE

Learn to use the Decision Strategy to systematically and consistently evaluate small business lending opportunities.

COMPETENCIES GAINED

Participants will be able to:

- Follow an efficient and systematic decision-making strategy
- Identify and assess business, industry and management strengths and risk characteristics
- Evaluate the effectiveness of management's strategies to preserve strengths and mitigate the impact of risks
- Assess a business's financial condition by identifying trends and evaluating the quality of historical cash flow
- Identify the appropriate loan structure and support based on the true borrowing cause

TARGET AUDIENCE

CLSB is suitable for anyone with small business lending responsibilities, including business bankers, lenders, underwriters and analysts.

Contact us for more information at: elarning@moodys.com