

AIB Certificate & Diploma Worksheets

Commercial Lending Diploma

General Information

Social Security No: _____

Date: _____

Name: _____

Bank: _____

This curriculum is designed to sharpen the lending knowledge and skills of management trainees in addition to new and more experienced commercial lenders and loan officers. It satisfies the education requirement for ICB's *Certified Lender-Business Banking (CLBB™)* certification program for lenders.

Diploma Requirements & Eligibility

To earn a Lending Diploma all the following criteria must be met:

- Successful completion of all required programs;
- "C" average or better; and
- A grade of A, B, C, or D for all programs of 2 or more credits.

Questions?

Contact Susan Clark at 317-387-9380
or sclark@indianabankers.org

Required Programs

You must complete the following courses. Those titles with an asterisk (*) may be met by transfer credit from an accredited college or university. Each course transferred must be taken for a minimum of 3 credit hours.

<i>Grade</i>	<i>Course</i>
_____	Financial Accounting (1000)*
_____	Analyzing Financial Statements*
_____	Law & Banking: Principles
_____	Principles of Banking
_____	Commercial Lending (6350)
_____	Credit Products for Small Business Customers
_____	Dealing Effectively with Co-Workers
_____	Deposit Products for Small Businesses
_____	Ethical Issues for Bankers
_____	Managing Time at Work
_____	Presentation Skills
_____	Relationship Selling to Small Business Customers
_____	Servicing & Growing Small Business Relationships

