

AIB Certificate & Diploma Worksheets

Consumer Lending Diploma

General Information

Social Security No: _____

Date: _____

Name: _____

Bank: _____

The AIB Consumer Lending Diploma reflects a balanced treatment of the knowledge and skill requirements of a typical consumer lender. Complementing consumer-lending coursework are topics in general banking, accounting and credit analysis, and legal and regulatory compliance. Approaches to relationship management and relationship selling are also addressed. In addition, emphasis is placed on practical business skills, such as time management, effective presentations and writing bank correspondence.

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>
_____	General Accounting (1002)* or Financial Accounting (1000)
_____	Analyzing Financial Statements*
_____	Law & Banking: Applications or Law & Banking: Principles
_____	Principles of Banking
_____	Consumer Lending (7008)
_____	Building & Retaining Customer Relationships
_____	Effective Referrals
_____	Ethical Issues for Bankers
_____	Intro. to Relationship Selling
_____	Managing Time at Work
_____	Presentation Skills
_____	Writing Bank Correspondence

