

AIB Consumer Lending

(Registration deadline is one week prior to start date)

This up-to-date, insider's view of consumer lending offers essential information about the regulations governing credit practices, and reviews loan processing, cross-selling, and collections.

Price*	\$505 Nonmembers / \$405 Members
Course Length	16 Weeks
Course Credits	AIB: 3.0 ; ICB: 45 CLBB ; ACE: See below
Prerequisites	None
Required Software	Adobe Acrobat Reader; Microsoft Internet Explorer Browser 7.0 or Mozilla Firefox 2.0 or higher
Textbook	<i>Consumer Lending</i> , 6th Edition, 2009, ABA
Start Date/Catalog #	March 1, 2010 3005438 May 17, 2010 3005486 July 19, 2010 3005510

Audience

Entry-level consumer lenders, consumer credit personnel, and bank employees who need to understand consumer credit.

Learning Objectives

After successfully completing this program, you will be able to:

- Identify components of the consumer installment credit market
- Describe various loan products
- Trace the lending process
- Apply credit math and loan pricing principles
- Recognize variables that affect loan structure
- Identify opportunities for cross-selling bank products

ACE College Credit Recommendation

In the upper division baccalaureate degree category, 3 semester hours in Banking.

* Registration for one or more courses that include accompanying textbooks will also incur a shipping & handling fee.

* Social Security Number information for tracking purposes only.

** Actual total dependent upon verification of membership and addition of \$9.50 shipping fee.