

# AIB Fundamentals of Consumer Lending

(Registrations deadline is one week prior to start date) | Self-Paced Course Available

*Fundamentals of Consumer Lending* covers the basics of consumer credit including terminology, categories of credit, credit worthiness. Students will learn the applications process and the actions required to ensure bank compliance with regulations. By the end of the course, students should have a higher comfort level with consumer credit and feel an increase in credibility when interacting with clients who apply for consumer credit.

<b>Price</b>	\$315 Nonmembers / \$250 Members	
<b>Course Length</b>	5 Weeks	
<b>Course Credits</b>	AIB: 0.5 ; ICB: 7.25 (CLBB) ; CEU: 0.5	
<b>Prerequisites</b>	None	
<b>Required Software</b>	Adobe Acrobat Reader; Microsoft Internet Explorer Browser 7.0 or Mozilla Firefox 2.0 or higher	
<b>Textbook</b>	All reading materials are provided online	
<b>Start date/Catalog #</b>	February 16, 2010	3005427
	July 6, 2010	3005506

## Audience

Any bank personnel with little or no experience in consumer lending.

## Learning Objectives

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

- Describe consumer credit basics including examples of consumer credit, the consumer credit operations of a bank, and the credit application process
- Define basic categories of consumer credit and terminology
- Explain how banks make money from loans including which rate types banks use, which factors determine loan pricing, and which loan cost categories affect loan profitability
- Describe the credit evaluation and decision-making systems, namely the five C's of Credit and credit scoring
- Summarize the impact of bank regulations upon the credit application process

