

## AIB Consumer Lending

(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.

<b>Price*</b>	\$525 Nonmembers / \$425 Members
<b>Course Length</b>	16 Weeks
<b>Course Credits</b>	AIB: 3.0 ; <a href="#">ICB</a> : 45 <a href="#">CLBB</a> ; ACE: <a href="#">See below</a>
<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>	<a href="#">Consumer Lending</a> , 6th Edition, 2009, ABA
<b>Start Date/Catalog #</b>	3006971 September 19, 2011 3006992 October 24, 2011 3007004 December 5, 2011 3007018 January 17, 2012 3007043 February 27, 2011 3007060 April 16, 2012 3007078 May 14, 2012 3007098 July 16, 2012

### 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
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### 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.*

