RMA Learning Solutions

RMA envisions a world where our members’ ability to assess and manage risk enables a strong and sustainable global economy.

**Business Solutions**
Data, solutions, and managed services to elevate risk management practices.

**Professional Development**
Learning and development courses to elevate on-the-job performance.

**Peer Sharing Community**
Surveys, events, and virtual offerings to share best practices and challenges and develop leaders at our member institutions.

**Thought Leadership**
Frameworks, whitepapers, and assessment tools that keep risk professionals abreast of current issues in the industry.

RMA Overview

35,000+
INDIVIDUAL MEMBERS

1,600
INSTITUTIONAL MEMBERS

100
CHAPTERS

Trusted by financial institutions that hold 90% of the assets in North America

RMA promotes an enterprise approach to risk management at financial institutions that focuses on:

- Credit Risk
- Market Risk
- Operational Risk
- Enterprise Risk
- Securities Lending
- Internal Audit
- Regulatory Affairs
Subscription Model Overview
RMA offers an option to purchase an unlimited subscription plan for self-directed online learning products (SDOL). Details are as follows:

- 70+ modules with 130+ hours of content
- Good for 365 days
- Individual subscriptions only
- One price, no contract

Members = $999
Non-Members = $1,999

Lending Decision Process (LDP):

- Series 1: Industry, Management, and Economic Influences
- Series 2: Interpreting the Quality of Financial Reports and Accounts
- Series 3: Analyzing the Company’s Financial Performance and Condition
- Series 4: The Cash Cycle, Seasonality, and Discovering Borrowing Causes and Repayment Sources
- Series 5: Analyzing Cash Flow Statements to Measure Long-term Repayment Ability
- Series 6: Using Financial Projections to Fine-Tune the Credit Analysis

Commercial Real Estate LDP:

- CRE Lending Overview
- Risk Areas
- Drivers of Performance
- Underwriting -Basics
- Underwriting -Different Types of Commercial Properties
- Underwriting -Example Calculations
- Appraisals
- Leases
- Environmental Assessments
- Loan Structure
- Due Diligence and Documentation
- Construction Lending
- Homebuilder Lending

Small Business LDP:

- Develop a Company Overview
- Analyze Market and Industry Risks
- Interpreting Reliability and Comparability of Financial Statements
- Interpreting Quality and Consistency of BS and IS
- Preparing Financial Statements for Analysis
- Financial Efficiency and Cash Cycles
- Analyzing Interim Financial Statements
- Non-seasonal Events and Trends
- Using Tax Returns to Analyze the Borrower
- Analyze Personal Financial Statements and TR
- Analyze Global Cash Flow
- Recommend the Structure of the Loan
- Document the Loan
- Monitor the Loan and Look for Opportunities

Special Topics:

- Accounting and Financial Statements Refresher
- Accounting and Ratio Analysis
- The Business of Commercial Banking
- Ethics and Decision Making
- Borrower Analysis: Qualitative Factors
- Balance Sheet Analysis
- Income Statement Analysis
- Combined Balance Sheet & Income Statement Analysis
- Commercial Loan Documentation (Online)
- Structuring Commercial Loans (Online)

Please visit us online at learning.rmaignite.com
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Want Guidance Choosing a Delivery Method?

Benefits

**Self-Directed Courses**
Self-Directed Online Learning Featuring:*

1. Modern, updated look and feel.
2. Learn-at-your-own-pace environment.
3. Engaging case studies and activities.
4. Flexible learning offered as full curricula, targeted bundles, or individual courses.
5. Reflects current best practices in banks.
6. Assessments and knowledge checks throughout to reinforce course material.
7. For select courses: guides for managers to support learners throughout their studies.

**Instructor-Led Courses**
Live Online or In-Person Learning Featuring:**

1. Balanced instructor-to-student ratio for enhanced interaction and communication.
2. Focused learning sessions for maximum retention of course material.
3. Highly-qualified instructors with real world banking and teaching experience.
4. Engaging activities including case studies, breakout discussions, and more.
5. Reflects current best practices in banks.

**Academy**
Live Online or In-Person Learning Featuring:**

1. Deep-dive into course subjects in a condensed time period.
2. Balanced instructor-to-student ratio for enhanced interaction and communication.
3. Focused learning sessions for maximum retention of course material.
4. Highly-qualified instructors with real world banking and teaching experience.
5. Engaging activities including case studies, breakout discussions, and more.

*Limited self-directed paper-based learning is also available.
**Most instructor-led and academy courses can also be delivered in your facility, administered by RMA faculty.
RMA Course Offerings:

360° Negotiation Skills for Bankers

<table>
<thead>
<tr>
<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
</tr>
</thead>
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<tr>
<td>Instructor-Led</td>
<td>Foundational</td>
<td>7.5 hours</td>
<td>$475</td>
<td>$875</td>
<td>Yes</td>
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360° Negotiation Skills for Bankers incorporates a variety of training approaches to help bankers build strong negotiating skills and transfer those skills back to the workplace. The interactive design of this course enables participants to experience and practice the most effective ways to negotiate with customers, dig deeper to uncover their true needs, cross-sell other bank services to strengthen the relationship, and sell the credit internally to the best advantage of the bank.

Accounting and Financial Statements Refresher

<table>
<thead>
<tr>
<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
</tr>
</thead>
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<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>3.5 hours</td>
<td>$265</td>
<td>$475</td>
<td>No</td>
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By completing this Accounting and Financial Statements Refresher, learners will refresh their understanding of basic accounting principles, the format, and content of financial statements prepared in conformance with generally accepted accounting principles and the accounting cycle.

Accounting and Ratio Analysis

<table>
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<tr>
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<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
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<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>3.5 hours</td>
<td>$315</td>
<td>$570</td>
<td>No</td>
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</table>

Accounting and Ratio Analysis, learners will analyze the financial statements of a small business. Along the way, learners will discover how the income statement and balance sheet relate to each other; follow the money invested, spent, and earned as it impacts the accounting equation; and explore the difference between cash–basis and accrual accounting. Finally, learners will conduct a “bottom line” analysis of the company to assess the company's continued ability to perform and repay bank debt.

Advanced Lending Academy

<table>
<thead>
<tr>
<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
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<tr>
<td>Academy</td>
<td>Advanced</td>
<td>24 hours</td>
<td>$1,255</td>
<td>$2,295</td>
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Advanced Lending Academy: Corporate Finance Concepts is an introduction to the basic principles of corporate finance and interest rate risk management. This course focuses on time value of money concepts used to solve business problems, discounted cash flow analysis to determine the value of a business, and the application of interest rate hedging strategies.

Advanced Lending Academy is designed for financial professionals who call on commercial companies. Participants have the opportunity to develop their understanding of corporate finance issues and practices and learn how they can be part of a sound and profitable relationship.
Agricultural Credit Analysis

**Delivery:** Instructor-Led  
**Level:** Intermediate  
**Duration:** 21.5 hours  
**Member:** $1,595  
**Non-member:** $2,695  
**CPE Credit:** No

Thousands of agricultural lenders have attended this premier workshop, Agricultural Credit Analysis, from all segments of the agricultural finance industry. This comprehensive course was developed by Centrec Consulting Group, LLC of Savoy, Illinois, a recognized leader in the development and delivery of training programs for agricultural lenders. Designed to meet the needs of today's agricultural lender, it focuses on the analysis and interpretation of historical and projected farm and ranch financial statements—the critical components of the credit analysis process that continue to frustrate even the most experienced lenders.

Analyze Global Cash Flow

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 0.5 hours  
**Member:** $85  
**Non-member:** $160  
**CPE Credit:** No

This course will prepare learners to locate and gather key information need to construct a global cash flow and construct a global cash flow. Analyze Global Cash Flow is one of the courses in RMA’s Small Business Lending Decision Process curriculum.

Analyze Market and Industry Risks

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 1.75 hours  
**Member:** $135  
**Non-member:** $260  
**CPE Credit:** No

Build or reinforce a foundation on which to base sound credit decisions by analyzing both financial statements and the real-world environment in which a company operates. Determine the factors that influence a company’s financial requirements, identify a company’s financial health, and make sound credit decisions. A combination of group activities, case studies, and active discussions help you connect concepts with their on-the-job application.

Analyzing Business Tax Returns

**Delivery:** Instructor-Led  
**Level:** Foundational  
**Duration:** 7.5 hours  
**Member:** $475  
**Non-member:** $875  
**CPE Credit:** Yes

Analyzing Business Tax Returns has been designed to teach bank personnel how to understand tax concepts relating to various business entities and the use of tax returns to help in estimating the customer's ability to service debt. The course is revised annually to reflect the latest tax law changes. This fundamental program consists of estimating cash flow from tax returns and determining how taxes influence cash flow and the customer’s operations.

Analyzing Cash Flow Statements to Measure Long-term Repayment Ability

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 5 hours  
**Member:** $160  
**Non-member:** $320  
**CPE Credit:** No

Series 5: Analyzing Cash Flow Statements to Measure Long-term Repayment Ability is one of six series in RMA’s Lending Decision Process library. In this series, learners will analyze cash flow statements to distinguish between profit and cash flow. They will use cash flow statements and traditional debt service coverage measures to interpret cash flow repayment risks. This series includes 3 courses: Cash Flow Statements and Their Formats, Analyzing Cash Flow, and Debt Service Coverage Measure.
Analyzing Construction Contractors

Delivery: Instructor Led  
Level: Foundational  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: No

Analyzing Construction Contractors concentrates on three major topical areas of the construction contractor analysis: accounting, credit analysis, and repayment ability.

The course emphasizes bank awareness of the particular conditions of contractor credit analysis so that the commercial lender can structure credit accommodations designed to support the contractor’s ability to repay.

In its most general terms, the course encourages that loans be made from cash flow rather than collateral. Repayment issues are addressed through an examination of cash flow from operations, future cash flow projections, collateral, bonding, and guaranties.

Analyzing Interim Financial Statements

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1.5 hours  
Member: $135  
Non-member: $260  
CPE Credit: No

This course will prepare learners to analyze an interim financial package, obtain supplemental information to an interim financial statement, and distinguish temporary from permanent current asset liability build-ups using interim financial statements. Analyzing Interim Financial Statements is one of the courses in RMA’s Small Business Lending Decision Process curriculum.

Analyzing Personal Financial Statements and Tax Returns

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 2.5 hours  
Member: $210  
Non-member: $395  
CPE Credit: No

Analyzing Personal Financial Statements and Tax Returns is designed to teach bank personnel how to use tax returns and personal financial statements to help estimate the customer’s ability to service debt and the value of the customer’s net assets in the event of liquidation.

This fundamental program consists of the following aspects of analyzing personal financial statements and tax returns: evaluating personal financial statements to determine resources available to pay loans; estimating cash flow from personal tax returns for customers with personal investments, or ownership shares in businesses, and involved in partnerships; and determining how taxes influence cash flow and the customer’s operations.

Analyzing the Commercial Borrower’s Industry, Market, and Competitive Risk

Delivery: Instructor-Led  
Level: Foundational  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Analyzing the Commercial Borrower’s Industry, Market, and Competitive Risks is designed for new lenders who need to understand the lending process and for experienced lenders who need to update their lending skills.

This course provides the participants with a foundation on which to base sound credit decisions derived from financial statement analysis and an analysis of the real-world environment in which companies operate.
Analyzing the Company's Financial Performance and Condition

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 12 hours  
**Member:** $210  
**Non-member:** $420  
**CPE Credit:** No

Series 3: **Analyzing the Company's Financial Performance and Condition** is one of six series in RMA’s Lending Decision Process library. In this series, learners will interpret repayment risks suggested by the company’s historical financial performance and financial condition. This series includes 4 courses: Spreading Financial Statements, Analyzing the Balance Sheet, Analyzing the Income Statement, and Analyzing Combined Balance Sheets and Income Statements.

**Appraisals**

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 2.5 hours  
**Member:** $210  
**Non-member:** $370  
**CPE Credit:** No

In this course, learners discover why appraisals are a critical component of the CRE underwriting process. This course uses the appraisal to validate the numbers provided by the customer, and to evaluate the ability of a property to generate the income necessary to repay the loan. **Appraisals** is one of the courses in RMA’s Commercial Real Estate Lending Decision Process library.

Asset-Based Lending for Non-Asset-Based Lenders

**Delivery:** Instructor-Led  
**Level:** Intermediate  
**Duration:** 7.5 hours  
**Member:** $475  
**Non-member:** $875  
**CPE Credit:** Yes

**Asset-Based Lending (ABL) for Non-Asset-Based Lenders** is a case study course to provide generalist non-asset-based lenders with a basic understanding of this type of secured lending. Participants from banks with ABL units gain a cross-sell understanding of the product and those from banks with no ABL capability learn asset-based lending fundamentals to apply within their own portfolios.

Balance Sheet Analysis

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 2 hours  
**Member:** $210  
**Non-member:** $370  
**CPE Credit:** No

**Balance Sheet Analysis** will prepare learners to evaluate the strength of the balance sheet through liquidity, leverage and net worth analysis. This course uses a combination of storytelling, application challenges, microlearning, and job aids to build a learner’s confidence in their ability to read and interpret balance sheets. Bankers who need to interpret balance sheets will benefit from this course.

Best Practices in Asset/Liability Management

**Delivery:** Instructor-Led  
**Level:** Intermediate  
**Duration:** 9 hours  
**Member:** $1,055  
**Non-member:** $1,875  
**CPE Credit:** No

It is no secret that well-managed assets and liabilities can increase a bank’s profitability, but today’s volatile economic landscape presents new challenges for the teams responsible for developing and executing the asset/liability management (ALM) strategy. Using practical, relevant examples, **Best Practices in Asset/Liability Management** course is designed to help learners broaden their skills and gain a deeper understanding of balance sheet management, market risk, liquidity risk, and how to apply these concepts in the current environment.
Borrower Analysis: Qualitative Factors

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 4 hours  
Member: $315  
Non-member: $570  
CPE Credit: No

**Borrower Analysis: Qualitative Factors** will prepare learners to develop a company overview, assess business strategy, and evaluate management adequacy. The course is designed for anyone who participates in the analysis or evaluation of the borrower’s market conditions and management experience using qualitative factors.

Business of Commercial Banking

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1 hour  
Member: $135  
Non-member: $240  
CPE Credit: No

**Business of Commercial Banking** sets the stage for those unfamiliar with the commercial banking function. This course orients all bank personnel to best practices, key tools, and frameworks used in commercial banking.

Cash Cycle, Seasonality, and Discovering Borrowing Causes and Repayment Sources

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 8 hours  
Member: $160  
Non-member: $320  
CPE Credit: No

Series 4: **The Cash Cycle, Seasonality, and Discovering Borrowing Causes and Repayment Sources** is one of six series in RMA’s Lending Decision Process library. In this series, learners will examine a company’s cash cycle and seasonal characteristics. They will interpret both short- and long-term borrowing causes and repayment sources. This series includes 3 courses: Business Cash Cycles, Seasonality, and Discovering Borrowing Causes and Repayment Sources.

Cash Flow Analysis I: UCA Fundamentals

Delivery: Instructor-Led  
Level: Foundational  
Duration: 15 hours  
Member: $845  
Non-member: $1,495  
CPE Credit: Yes

**Cash Flow Analysis I: UCA Fundamentals** teaches the fundamentals of constructing and analyzing direct and indirect cash flow statements so that a credit analyst will have clearer insights into how a company generates and uses its cash resources. These insights will enhance the quality and effectiveness of the entire credit decision process.

Cash Flow Analysis II: Applied Concepts

Delivery: Instructor-Led  
Level: Intermediate  
Duration: 15 hours  
Member: $845  
Non-member: $1,495  
CPE Credit: Yes

**Cash Flow Analysis II: Applied Concepts** is designed to link financial analysis in general and cash flow analysis specifically to industry, business and management risk issues and enable participants to effectively review a loan request.
Cash Flow Refresher for Experienced Bankers

**Delivery:** Instructor-Led  
**Level:** Intermediate  
**Duration:** 7.5 hours  
**Member:** $475  
**Non-member:** $875  
**CPE Credit:** Yes

**Cash Flow Refresher for Experienced Bankers** provides bank personnel with an opportunity to review the fundamentals of cash flow and to enhance their overall analytical skills in evaluating credit risk.

This course consists of two aspects of cash flow analysis: reviewing sources and uses of cash and constructing and analyzing cash flow statements using the direct approach. Emphasis is placed on understanding the underlying events reflected in the financial statements and determining whether the cash flow statement accurately describes the cash impact of these events.

Combined Balance Sheet and Income Statement Analysis

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 2 hours  
**Member:** $210  
**Non-member:** $370  
**CPE Credit:** No

**Combined Balance Sheet and Income Statement Analysis** will prepare learners to interpret repayment risks suggested by the company's historical financial performance and financial condition, applying balance sheet and income statement measures to analyze liquidity, leverage, profitability, financial productivity, and efficiency.

Commercial Credit for Lenders

**Delivery:** Self-Directed Paper  
**Level:** Foundational  
**Duration:** 35-50 hours  
**Member:** $580  
**Non-member:** $850  
**CPE Credit:** No

**Commercial Credit for Lenders** is designed to teach participants the analytical and decision-making techniques they need to make sound credit decisions using financial accounting, financial statement analysis, and cash flow analysis. Tests at the end of each self-study module help participants assess their level of understanding of the content before they move on to the next module. Learners refer to sample credit files as they study illustrations and analyze liquidity, leverage, profitability, and cash flow, just as they would refer to an actual credit file when analyzing a potential borrower.

Commercial Loan Documentation

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 9 hours  
**Member:** $525  
**Non-member:** $945  
**CPE Credit:** Yes

**Self-Directed Online:** Across the commercial loan documentation process, individuals analyze correctness and completion of loan documentation to reduce errors and lender liability. Commercial Loan Documentation (Online) is designed to meet the training needs of bank personnel, including credit analysts, document preparers, document reviewers, and commercial loan officers, who are responsible for handling the paperwork associated with commercial loans. The course is also designed to train bank personnel to recognize what documents are required in various transactions, to be familiar with the content of those documents, and to be able to explain the content to bank customers.

**Instructor-Led:** Develop a fundamental understanding of documentation requirements for commercial loans. Improve your knowledge and abilities in the areas around authority, communicating terms, third-party involvement, legal evidence, commitments, letters of credit, secured lending, UCC requirements, and loan agreements.
Commercial Real Estate Lending Decision Process

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 20–25 hours  
Member: $790  
Non-member: $1,550  
CPE Credit: Yes

Commercial Real Estate Lending Decision Process is a library of 13 interactive, web-based courses, and an optional accounting refresher course. Together, these courses provide a comprehensive study of commercial real estate (CRE) lending. The curriculum begins with a description of CRE loan types, then progresses through an understanding of the underwriting process, leases, appraisals, loan structures, and related risks.

The CRE-LDP library includes the following courses:

- CRE Lending Overview, Risk Areas, Drivers of Performance, Underwriting − Basics, Underwriting − Different Types of Commercial Properties, Underwriting − Example Calculations, Appraisals, Leases, Environmental Assessments, Loan Structure, Due Diligence and Documentation, Construction Lending, and Homebuilder Lending.

Commercial Real Estate Lending I: Introduction

Delivery: Instructor-Led  
Level: Foundational  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Commercial Real Estate Lending I: Introduction provides credit analysts and commercial lenders with a basic understanding of commercial real estate lending concepts and techniques for income-producing properties. Topics include key loan repayment sources, formulating conclusions with respect to a property's success, net operating income (NOI) and its components, the role of appraisals and environmental assessments, and characteristics or key elements of various property types.

Commercial Real Estate Lending II: Underwriting

Delivery: Instructor-Led  
Level: Intermediate  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Commercial Real Estate Lending II: Underwriting provides a best practices approach to quantifying cash flows of various styles of Commercial Real Estate (CRE) property for underwriting. Topics include 1) the analytics necessary for a unified analysis for loan consideration, including measuring cash flow for debt service and assessing quality of its sources, 2) the lease review process 3) alternative methods to reach a valuation, 4) testing loan performance under adverse conditions, and 5) creating a loan structure that helps preserve cash flow.

Commercial Real Estate Lending III: Global Cash Flow

Delivery: Instructor-Led  
Level: Intermediate  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Commercial Real Estate Lending III: Global Cash Flow (CREL III: GFC) provides participants with an analytical tool that helps to determine the probability of loan repayment on real estate transactions where the owner/investor has multiple investment real estate holdings, with varying degrees of ownership interest.

The course focuses on how to gather relevant sources of cash flow information, and how to assemble that information in a clear and organized fashion in an effort to effectively analyze global cash flow (GCF) implications on CRE loan repayment. In addition, the course puts into perspective the risks inherent in the stability of the real estate portfolio's cash flow as it relates to the borrower's global ability to support repayment of current and future obligations.
In *Construction Lending* course, learners will explore the types of construction, the additional risks that accompany a construction project, and the process (including documentation differences) of a construction loan. *Construction Lending* is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

### Construction Loan Management

In *Construction Loan Management: Administering the Construction Loan Process* course will cover the key components of managing risk in construction lending for individual loans to build commercial and residential buildings, as well as a line of credit for a residential homebuilder.

It will also focus on the procedures to administer and monitor construction loans, including: feasibility studies, appraisals and environmental assessments; inspections, draw requests and advances; title insurance and lien issues; certificates of completion, retainages, and warranty issues. Beyond individual loans, the course also will provide formats for monitoring a portfolio of construction loans or builder lines, and key areas that should be reported to and monitored by senior management of a bank.

### CRE Lending Overview

In this course, learners examine the similarities and differences between C&I and CRE lending and the various types of loan requests. This course positions learners to match loan needs and loan types and to understand the link between loans and repayment sources. *CRE Lending Overview* is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

### Credit Analysis Manager Seminar

*Credit Analysis Manager Seminar* is designed to provide participants with the resources to be successful in strategically managing the day-to-day realities while developing a plan to move teams forward in the right direction. In addition to providing good foundational practices for managing successful credit teams, the course will equip participants with techniques and strategies to build a high-performing and committed team.
Critical Thinking
Delivery: Instructor-Led  
Level: Foundational  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Critical Thinking is designed for financial organization teammates who want to improve their critical thinking skills and their job performance. This course cuts across all lines of business and will benefit anyone wishing to integrate critical thinking into their daily practice, model and design practical solutions, generate alternatives, and evaluate and negotiate decisions with more confidence.

Detecting Problem Loans
Delivery: Instructor-Led  
Level: Intermediate  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Detecting Problem Loans is designed for loan officers and other lending or credit professionals who need to understand the keys to preventing problem loans and to dealing with them once they surface. The course is appropriate for junior to mid-level commercial or real estate lenders, credit review and credit policy officers, and junior workout officers.

Develop a Company Overview
Delivery: Self-Directed Online  
Level: Foundational  
Duration: 2.5 hours  
Member: $210  
Non-member: $395  
CPE Credit: No

This course will prepare learners to effectively interview a client to gather information about the borrower, build a company overview from the information gained, assess the quality of a customer’s management team, and use third-party resources to look for ethics concerns. Develop a Company Overview is one of the courses in RMA’s Small Business Lending Decision Process curriculum.

Document the Loan
Delivery: Self-Directed Online  
Level: Foundational  
Duration: 0.75 hours  
Member: $85  
Non-member: $160  
CPE Credit: No

Upon completion of this course, learners will be able to specify the loan document components and elements that support the identified loan structure and ensure all documents are executed accurately. Document the Loan is one of the courses in RMA’s Small Business Lending Decision Process library.

Drivers of Performance
Delivery: Self-Directed Online  
Level: Foundational  
Duration: 0.5 hours  
Member: $80  
Non-member: $145  
CPE Credit: No

In this course, learners will examine the core components of commercial real estate to inform decision-making around loan approval and structure. Learners will use a checklist to identify the drivers of CRE performance and track their analysis. Drivers of Performance is one of the courses in RMA’s Commercial Real Estate Lending Decision Process library.
Due Diligence and Documentation

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1 hour  
Member: $135  
Non-member: $240  
CPE Credit: No

In this course, learners will explore key instruments necessary to document a loan transaction and key elements of due diligence to be submitted and reviewed prior to closing. **Due Diligence and Documentation** is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

Environmental Assessments

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1 hour  
Member: $135  
Non-member: $240  
CPE Credit: No

When evaluating a loan request, one of the risks banks consider has to do with contamination of the environment. In this course, learners will examine the role of the environmental assessment process in the CRE lending decision process. **Environmental Assessments** is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

Ethics and Decision Making

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1 hour  
Member: $0  
Non-member: $240  
CPE Credit: No

**Ethics and Decision Making** is designed to help professional bankers develop a strong ethical foundation in decision–making. Through this course, learners will encounter nine stories or episodes. Each story illustrates one of RMA’s Principles of Ethical Conduct which are “rules of reason” created jointly by RMA’s Operational Risk and Enterprise Risk Management councils. As each story unfolds, learners will make decisions, reflect on the thinking behind their decisions, explore the possible consequences of their choices.

Financial Accounting

Delivery: Self-Directed Paper  
Level: Foundational  
Duration: 15–35 hours  
Member: $385  
Non-member: $520  
CPE Credit: No

**Financial Accounting** is a self–study course equivalent to a college–level course in accounting. By focusing on understanding the concepts of net income and cash flow, the participant learns accounting fundamentals — skills critical to effective credit analysis.

This course introduces the fundamental concepts and logic underlying the reporting of financial information. Understanding the logic behind the preparation of financial statements is crucial in interpreting the information reported and in providing a framework for analysis.

Financial Efficiency and Cash Cycles

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1.75 hours  
Member: $135  
Non-member: $260  
CPE Credit: No

Upon completion of this course, learners will be able to compute and analyze the company’s efficiency ratios, make industry comparisons, determine the causes of liquidity and cash flow problems, and measure the company’s average cash cycles. **Financial Efficiency and Cash Cycles** is one of the courses in RMA’s Small Business Lending Decision Process library.
Financial Statement Analysis

Delivery: Instructor-Led  
Level: Foundational  
Duration: 15 hours  
Member: $845  
Non-member: $1,495  
CPE Credit: Yes

Financial Statement Analysis teaches the analytical process and decision-making techniques that participants need in order to make sound credit decisions through the application of financial statement analysis. Financial Statement Analysis is designed for financial personnel as part of their overall education to enable them to service customer needs. This course will be especially useful for commercial lending officers, relationship managers, cash management personnel, credit analysts, or branch managers with business loan responsibilities.

Global Cash Flow I: Foundations in GCF Concepts

Delivery: Instructor-Led  
Level: Foundational  
Duration: 7.5 hours  
Member: $475  
Non-member: $875  
CPE Credit: Yes

Global Cash Flow I: Foundations in GCF Concepts provides participants with a commercial lending risk assessment tool to: estimate the probability of loan repayment from a business and its owners as borrowers or guarantors, and make an informed credit decision by combining the information in the business and personal cash flow statements to determine whether the combined global cash flow is sufficient to service the debt of the business, its owners, and its guarantors.

Homebuilder Lending

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 2 hours  
Member: $210  
Non-member: $370  
CPE Credit: No

Residential construction is a specific type of construction. It is unique in that repayment is not from cash flow or operating the property as income-producing, but rather from the sale of units. In this course, learners will examine the distinctive aspects of homebuilder loan requests, including the risks. Homebuilder Lending is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

Identifying Operational Risks

Delivery: Virtual  
Level: Advanced  
Duration: 7.5 hours  
Member: $845  
Non-member: $1,495  
CPE Credit: Yes

Delivery: Instructor-Lead  
Level: Advanced  
Duration: 15 hours  
Member: $1,365  
Non-member: $2,495  
CPE Credit: Yes

To be successful in banking today requires a strong understanding of operational risk. How do you get your grounding with so many current and emerging risks? With RMA's Identifying Operational Risks course, professionals in all three lines of defense will learn how to address the industry's four greatest challenges – people, processes, external factors, and complex systems. You’ll learn how to identify your organization’s key risks and how to avoid common failures.
Income Statement Analysis

Bankers need to apply income statement measures to analyze the profitability of the company. Income Statement Analysis will prepare learners to evaluate revenue, expense, and efficiency trends. The course will also sharpen the learner’s ability to dive deeper into the numbers and ask meaningful questions.

Industry, Management, and Economic Influences

Series 1: Industry, Management, and Economic Influences is one of six series in RMA's Lending Decision Process library. The purpose of this series is to teach learners to interpret repayment risks related to industry, economic, market and management influences. This series includes 2 courses: Industry and Economic Influences and Understanding the Business.

Interpreting Quality and Consistency of Balance Sheet and Income Statements

Upon completion of this course, learners will be able to interpret the quality and consistency of balance sheets and income statements and ask questions of the client about balance sheet and income statement information. Interpreting Quality and Consistency of Balance Sheet and Income Statements is one of the courses in RMA’s Small Business Lending Decision Process library.

Interpreting Quality of Financial Reports and Accounts

Series 2: Interpreting Quality of Financial Reports and Accounts is one of six series in RMA’s Lending Decision Process library. In this series, learners will interpret risks stemming from the quality of financial reports and underlying financial accounts. This series includes 2 courses: Interpreting Quality of Financial Reports and Accounts and Interpreting Quality and Consistency of Balance Sheet and Income Statements.

Interpreting Reliability and Comparability of Financial Statements

Upon completion of this course, learners will be able to determine the borrower's compliance with GAAP and evaluate the comparability of financial statements. Interpreting Reliability and Comparability of Financial Statements is one of the courses in RMA’s Small Business Lending Decision Process library.
Leases

Delivery: Self-Directed Online
Level: Foundational
Duration: 1.25 hours
Member: $135
Non-member: $240

At the core of a property’s financial success is the income generated by the tenants. In this course, learners will apply lease review techniques to verify the numbers being used in the financial analysis and understand any constraints placed on the property by concessions or options granted to a tenant. **Leases** is one of the courses in RMA’s Commercial Real Estate Lending Decision Process library.

Lending Decision Process

Delivery: Self-Directed Online
Level: Foundational
Duration: 35 – 50 hours
Member: $760
Non-member: $1,520

**The Lending Decision Process (LDP)** offers a sound foundation in the basics of commercial lending and credit. Through web-based, audiovisual features, these 17 courses (or six separate series) present the analytical and decision-making techniques needed to make sound credit decisions using financial accounting, financial statement analysis, and cash flow analysis.

The LDP library includes the following series:

- Series 1: Industry, Management, and Economic Influences
- Series 2: Interpreting Quality of Financial Reports and Accounts
- Series 3: Analyzing the Company’s Financial Performance and Condition
- Series 4: The Cash Cycle, Seasonality, and Discovering Borrowing Causes and Repayment Sources
- Series 5: Analyzing Cash Flow Statements to Measure Long-Term Repayment Ability
- Series 6: Using Financial Projections to Fine Tune the Credit Analysis

Lending to Medical and Dental Practices

Delivery: Instructor-Led
Level: Intermediate
Duration: 7.5 hours
Member: $475
Non-member: $875

**Lending to Medical and Dental Practices** provides the knowledge and skills needed to make informed lending decisions when considering an application from a medical or dental practice.

This course focuses on identifying different forms of practice organizations, current issues and trends facing physicians/dentists, hospitals, and payers, analyzing and valuing group medical and dental practices, and structuring and making loans for these types of practices.

Lending to Municipalities

Delivery: Instructor-Led
Level: Intermediate
Duration: 7.5 hours
Member: $475
Non-member: $875

Selling credit products to and performing credit analysis on local governments is very specialized and differs in many ways from lending to commercial institutions and other nonprofits.

Relationship managers need to be able to spot opportunities to market credit to these prospects, to talk intelligently with the prospects and clients about potential credit offerings and financial performance, and to ask for the appropriate information necessary to seek credit approval. Credit personnel need to be able to use the financial statements and other information to effectively underwrite or approve the municipal credits. **Lending to Municipalities** provides relationship managers and credit analysts with this specialized set of skills.
Lending to Non-Profit Organizations

*Delivery:* Instructor-Led  
*Level:* Intermediate  
*Duration:* 7.5 hours  
*Member:* $475  
*Non-member:* $875  
*CPE Credit:* Yes

**Lending to Non-Profit Organizations** is designed for loan and credit officers who have little or no experience in the field of nonprofit lending. It provides the knowledge and skills needed to make informed lending decisions when considering an application from a nonprofit organization.

This course introduces the various types of nonprofit organizations (NPOs) and teaches appropriate methods for analyzing and lending to nonprofit organizations. It covers accounting under Financial Accounting Standards Board (FASB) Statements of Financial Accounting Standards (SFAS) Nos. 116, “Accounting for Contributions Received and Contributions Made,” and 117, “Financial Statements of Not-for-Profit Organizations.”

Lending to the Long-Term Care Industry

*Delivery:* Instructor-Led  
*Level:* Intermediate  
*Duration:* 7.5 hours  
*Member:* $475  
*Non-member:* $875  
*CPE Credit:* Yes

**Lending to the Long-Term Care Industry** is designed to introduce participants to the various types of senior housing and long-term care available to the elderly and to teach methods for analyzing and lending to assisted living facilities and skilled nursing facilities.

Lending to Wealthy Individuals

*Delivery:* Instructor-Led  
*Level:* Intermediate  
*Duration:* 7.5 hours  
*Member:* $475  
*Non-member:* $875  
*CPE Credit:* Yes

**Lending to Wealthy Individuals** is designed to provide information about analyzing the risks in lending to wealthy individuals and structuring appropriate credit facilities to mitigate risk.

This course teaches the analytical processes that participants apply in an attempt to mitigate risk and identify or customize appropriate loan solutions to meet the needs of wealthy individuals. The course features several short case studies and one final case study allowing for the practical application of the course concepts.

Leveraged Loan Transactions

*Delivery:* Instructor-Led (Shorter)  
*Level:* Intermediate  
*Duration:* 4 hours  
*Member:* $475  
*Non-member:* $875  
*CPE Credit:* Yes

*Delivery:* Instructor-Led  
*Level:* Intermediate  
*Duration:* 11.25 hours  
*Member:* $1,195  
*Non-member:* $1,995  
*CPE Credit:* Yes

This course teaches the source of risk stemming from leveraged transactions, why some transactions carry more risk than others, how to evaluate and underwrite the risk and then once booked, how to monitor and manage the risk. Leveraged Loan Transactions warrant deep credit underwriting, including financial statement, projection, and cash flow analysis. Through a mix of discussion, small group activities, and case studies, participants are better prepared to apply the content learned when they return to their jobs. The longer version of this course covers similar topics as the shorter version but has additional case studies to enhance the learning experience.

Who would benefit: Leveraged Loan Transactions is designed for senior and mid-level lending professionals at financial institutions of any size, or a CPA that wants a better understanding of the bank’s underwriting process.
Loan Structure

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1 hour  
Member: $135  
Non-member: $240  
CPE Credit: No

In this course, learners will identify key components of loan structure and review the use of loans covenants as well as other techniques to protect property cash flow, property value, and the loan itself. **Loan Structure** is one of the courses in RMA’s Commercial Real Estate Lending Decision Process library.

Managing Distressed Borrowers

Delivery: Instructor-Led  
Level: Intermediate  
Duration: 6 hours  
Member: $475  
Non-member: $875  
CPE Credit: No

As loan quality diminishes, the prevalence of problem loans and subsequent workouts is increasing rapidly across the banking industry. Whether your bank’s strategy is to hold, restore, liquidate, charge off, or exit the loan, a very specific, differentiated skillset is required for lending professionals who must deal with the distressed borrower to achieve the best outcome for all involved. With the stakes high, it’s critical that both experienced workout officers and those who are transitioning into this position be equipped with the tools and know-how needed to deal with the new normal.

Designed as an advanced tool to quickly transition lending professionals from their current roles to a loan workout banker, this course will review the keys to sound, successful problem loan workouts and offer hands-on experience in the form of interactive, challenging case studies from a variety of industries.

Model Validation and Governance

Delivery: Instructor-Led  
Level: Intermediate  
Duration: 12.5 hours  
Member: $1,575  
Non-member: $2,495  
CPE Credit: Yes

Financial institutions’ inventory and complexity of models continues to rise substantially. Banks are increasingly using models built with advanced analytical methodologies for their decision-making. Model Risk Management (MRM), when done correctly, assists firms in critical areas such as capital allocation and stress testing. With increasing automation and digital processes becoming a regular portion of business processes, the need for effective and efficient MRM has never been greater. These models are a very large source of risk as financial institutions are increasingly reliant on them and errors in coding can result in losses of hundreds of millions of dollars. Sometimes, the use of model outputs is the source of critical mistakes where large key risk measures are misunderstood and/or ignored, giving rise to large market losses.

This learning opportunity will explore best practices for conducting model risk management in financial institutions by utilizing case studies on topical risk quantification models. Participants will enhance their knowledge in model risk management to better develop and implement effective procedures for model validation and model governance.

Monitor the Loan and Look for Opportunities

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1.5 hours  
Member: $135  
Non-member: $260  
CPE Credit: No

Upon completion of this course, learners will be able to identify all required reporting covenants, identify all reporting requirements, and review third-party information sources. **Monitor the Loan and Look for Opportunities** is one of the courses in RMA’s Small Business Lending Decision Process library.
Non-Seasonal Events and Trends

Delivery: Self-Directed Online
Level: Foundational
Duration: 2.5 hours
Member: $210
Non-member: $395
CPE Credit: No

Upon completion of this course, learners will be able to identify causes for long-term borrowing, identify ways to reduce long-term borrowing needs, calculate cash flow and coverage ratios, and analyze a company’s coverage ratios. Non-seasonal Events and Trends is one of the courses in RMA’s Small Business Lending Decision Process library.

Preparing Financial Statements for Analysis

Delivery: Self-Directed Online
Level: Foundational
Duration: 5 hours
Member: $320
Non-member: $595
CPE Credit: No

Upon completion of this course, learners will understand the three purposes for spreading financial statements and the use of common-size financial statements to compute and analyze the company’s liquidity ratios, leverage ratios, profit margins, make industry comparisons, and determine the company’s profitability. Preparing Financial Statements for Analysis is one of the courses in RMA’s Small Business Lending Decision Process library.

Problem Loan Workouts

Delivery: Instructor-Led
Level: Intermediate
Duration: 7.5 hours
Member: $475
Non-member: $875
CPE Credit: Yes

Problem Loan Workouts teaches participants to develop and implement successful workout programs. The course material is presented in seven modules building on the “Five Stages of Problem Loan Resolution” presented in the introduction along with two case studies.

Problem Loan Workouts is intended for loan officers and other credit professionals who need to understand the keys to minimize problem loans and how to deal with them once they occur.

Problem Real Estate Loans

Delivery: Instructor-Led
Level: Intermediate
Duration: 7.5 hours
Member: $475
Non-member: $875
CPE Credit: Yes

Problem Real Estate Loans is designed for lenders who may experience problem real estate loans in their portfolios. Explore the underlying business drivers for commercial real estate, the reasons for problem loans in real estate, and common factors leading to problem loans.

This course provides an analytical framework and outlines various options for dealing with problem real estate credits, including the advantages and disadvantages of workouts, various workout strategies, and deed-in-lieu and foreclosure considerations.
Real Estate Lending Academy

<table>
<thead>
<tr>
<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academy</td>
<td>Foundational</td>
<td>20 hours</td>
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<td>$1,995</td>
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Real Estate Lending Academy provides a comprehensive discussion of issues encountered in commercial real estate (CRE) lending, with the role of the bank in shaping CRE loan performance as a central theme. The course introduces the “CRE underwriting framework” as a best practice for bank loan decisions, and examines how a bank can use loan structure, documentation, due diligence, and policy governance to help mitigate enterprise risk.

Recommend the Structure of the Small Business Loan

<table>
<thead>
<tr>
<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>1.5 hours</td>
<td>$135</td>
<td>$260</td>
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Upon completion of this course, learners will be able to structure and document a small business loan prospect, match the appropriate loan type with the customer’s needs, qualify the secondary repayment sources, identify sources of collateral, determine if the loan (with its risks) should still be approved, and identify key covenants. Recommend the Structure of the Small Business Loan is one of the courses in RMA's Small Business Lending Decision Process library.

Relationship Management Skills for Commercial Lenders

<table>
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<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
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<tbody>
<tr>
<td>Instructor-Led</td>
<td>Foundational</td>
<td>7.5 hours</td>
<td>$475</td>
<td>$875</td>
<td>Yes</td>
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In today’s banking environment, professionals must have knowledge of all areas of financial services. In order to grow your banks’ portfolios, you must continue to find opportunities and, at the same time, manage your portfolio’s credit quality. To do this, you need sales and customer service skills as well as an understanding of credit and corporate finance.

Relationship Management Skills for Commercial Lenders gives participants an opportunity to practice a systematic approach to managing a commercial banking customer relationship. The course introduces a relationship-building model for uncovering client needs, providing ideas and solutions, and ultimately matching the company’s needs with financial products and services.

Risk Areas

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<thead>
<tr>
<th>Delivery:</th>
<th>Level:</th>
<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
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<tbody>
<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>2 hours</td>
<td>$210</td>
<td>$370</td>
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In this course, learners will assess a commercial property’s ability to succeed and meet loan repayment requirements. Learners will evaluate the risk factors affecting the performance of commercial real estate and the specific risks associated with particular types of loan requests. Risk Areas is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.
Risk Management Academy

Delivery: Instructor-Led  
Level: Intermediate  
Duration: 16.5 hours  
Member: $1,195  
Non-member: $1,995  
CPE Credit: Yes

During this course, you will get a comprehensive overview of risk management at financial institutions. You will explore the major risk types and gain exposure to the key elements of modern risk management in financial institutions, including stakeholder requirements, framework and principles, and how to manage key constraints such as capital and liquidity.

The course is case- and activity-driven. You will be presented with numerous risk scenarios throughout and be challenged to think more like a Chief Risk Officer (CRO) in assessing and responding to these scenarios. Thus, this is not a theoretical course but rather a hands-on immersive experience. It culminates in groups “playing” the CRO and presenting to their board of directors their assessment of the various risks and related recommendations.

This course is written at an intermediate level and thus presumes you have a foundation in enterprise risk. It is targeted at those in institutions with assets of $10–$100 billion. Those in mid- to more senior level roles will benefit.

RMA Commercial Lending School

Delivery: Academy  
Level: Foundational  
Duration: 80+ hours  
Member: $4,800  
Non-member: $7,150  
CPE Credit: Yes

Designed to be the equivalent of a bank’s commercial training program, the RMA Commercial Lending School offers an organized group of six core subjects woven together by four customized case studies to reinforce the learning experience:

- Credit Analysis Basics
- Analyzing Business Tax Returns
- Analyzing Personal Financial Statements and Tax Returns
- Writing the Credit Analysis
- Cash Flow Analysis I
- Structuring Commercial Loans I
- Optional: Commercial Real Estate Lending (additional fee applies)
- Optional: Self-Directed Online Learning Reinforcement Bundle (additional fee applies)

The program culminates in a final capstone case study that is completed individually as well as part of a group. The group presents its comprehensive write-up to a mock loan committee and receives live, constructive feedback. Each individual also receives a personalized critique from the instructor on their strengths and opportunities based on their time in the program so the coaching and growth can continue when returning to work.

RMA Lending Academy I

Delivery: Academy  
Level: Foundational  
Duration: 30 hours  
Member: $1,795  
Non-member: $2,995  
CPE Credit: Yes

The RMA Lending Academy I provides training in basic core skills for commercial lending and credit risk analysis.

This introduction to commercial lending and credit risk analysis will help participants better understand what their customers need in order to run a successful business and what the bank needs in order to make sound lending decisions.
RMA Lending Academy II

**Delivery:** Academy  
**Level:** Foundational  
**Duration:** 20 hours  
**Member:** $1,150  
**Non-member:** $1,995  
**CPE Credit:** Yes

The **RMA Lending Academy II** is designed to help financial advisors develop a comprehensive framework to analyze businesses and structure financial solutions while creating value-added services through a relationship planning and financial advisory orientation to client management.

Participants will learn the analytical process and decision-making techniques needed to make sound credit decisions through the application of financial accounting, financial statement analysis, cash flow analysis, and transaction structuring.

Small Business Lending Decision Process

**Delivery:** Self-Directed Online  
**Level:** Foundational  
**Duration:** 25–30 hours  
**Member:** $840  
**Non-member:** $1,650  
**CPE Credit:** No

**Small Business Lending Decision Process (SB–LDP)** is a library of 14 interactive, web-based courses, plus an optional accounting refresher course, designed to teach learners the analytical and decision-making techniques they need to evaluate small business lending opportunities and make sound credit decisions.


Small Business Lending Fundamentals

**Delivery:** Instructor-Led  
**Level:** Foundational  
**Duration:** 15 hours  
**Member:** $845  
**Non-member:** $1,495  
**CPE Credit:** Yes

**Small Business Lending Fundamentals** provides participants with the skills needed to work effectively and profitably with small business customers and prospects. The course is designed for bank personnel who function as contact people for small business customers outside of the commercial loan division or who need increased knowledge of commercial credit concepts and processes, which may include Branch Managers, Assistant Managers, Retail Personal Bankers, Customer Service Representatives, and Business Development Officers.
Structuring Commercial Loans I

<table>
<thead>
<tr>
<th>Delivery</th>
<th>Level</th>
<th>Duration</th>
<th>Member</th>
<th>Non-member</th>
<th>CPE Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>5 hours</td>
<td>$315</td>
<td>$570</td>
<td>No</td>
</tr>
<tr>
<td>Instructor-Led</td>
<td>Foundational</td>
<td>7.5 hours</td>
<td>$475</td>
<td>$875</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Self-Directed Online: Structuring Commercial Loans** teaches financial professionals the fundamental principles of how to structure a commercial or corporate loan. Individuals analyze the relevant information to structure commercial loans that balance a bank’s risk appetite with meeting clients’ needs. Structuring Commercial Loans is designed for lenders or those that supervise others in the commercial lending function.

**Instructor-Led:** Build a foundation of the core principles for structuring a commercial or corporate loan. You’ll be able to take these skills and form the right financial structures to ensure a client has the best chance of repayment through cash flow or asset liquidation. Apply your knowledge using two case studies.

Structuring Commercial Loans II

<table>
<thead>
<tr>
<th>Delivery</th>
<th>Level</th>
<th>Duration</th>
<th>Member</th>
<th>Non-member</th>
<th>CPE Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructor-Led</td>
<td>Intermediate</td>
<td>7.5 hours</td>
<td>$475</td>
<td>$875</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Structuring Commercial Loans II** is designed to teach financial professionals the principles behind structuring seasonal, working capital, and term debt. In addition to the topics covered in Structuring Commercial Loans I, this program adds a complex financing transaction in which the holding company’s management group is purchasing the company. This course consists of the following aspects of structuring commercial loans: examining the role of capital structure in structuring the transaction; analyzing and structuring transactions using both permanent working capital and term loans; analyzing and structuring an acquisition transaction; and analyzing a bridge loan facility.

Understanding and Interpreting Real Estate Appraisals

<table>
<thead>
<tr>
<th>Delivery</th>
<th>Level</th>
<th>Duration</th>
<th>Member</th>
<th>Non-member</th>
<th>CPE Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructor-Led</td>
<td>Foundational</td>
<td>7.5 hours</td>
<td>$475</td>
<td>$875</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Understanding & Interpreting Real Estate Appraisals** introduces bank appraisal personnel to issues involved in ordering and reviewing real estate appraisals, and gives participants a foundation in the terminology as well as knowledge regarding when to ask for an appraisal, how to order one, what information an appraisal should provide, and how to review an appraisal for compliance, common errors, and critical information.
Understanding Your Middle Market Customer: Case Studies in Valuation and Transaction Structuring

Delivery: Instructor-Led  Level: Advanced  Duration: 15 hours  Member: $845  Non-member: $1,495  CPE Credit: No

Understanding Your Middle Market Customer: Case Studies in Valuation and Transaction Structuring provides fundamental concepts of corporate finance for experienced loan and credit officers. This course aims to assist participants with the skills needed to work effectively with repayments from cash flow or liquidation of assets, while at the same time providing a sufficient return to stakeholders.

This course also focuses on understanding the role of debt and equity in an acquisition transaction, relationship planning, and financial advisory skills.

Understanding Your Middle Market Customer: Case Study in Corporate Finance

Delivery: Instructor-Led  Level: Advanced  Duration: 7.5 hours  Member: $475  Non-member: $875  CPE Credit: No

Understanding Your Middle Market Customer: Case Study in Corporate Finance is an advanced course for experienced loan and credit officers who would like an opportunity to apply the principles of corporate finance. There is a strong focus on understanding shareholder value, relationship planning, and financial advisory skills.

This course is designed to allow participants to further develop their understanding of corporate finance issues and to practice and learn how they can be part of a sound and profitable banking relationship.

Understanding Your Middle Market Customer: Corporate Finance & Business Valuation

Delivery: Instructor-Led  Level: Advanced  Duration: 15 hours  Member: $845  Non-member: $1,495  CPE Credit: No

Understanding Your Middle Market Customer: Corporate Finance & Business Valuation is an introduction to the fundamental principles of corporate finance. It focuses on time value of money concepts used to solve business problems and discounted cash flow analysis used to determine the value of a business.

This course is designed to provide participants with the opportunity to develop their understanding of corporate finance issues and to practice and learn how they can be part of a sound and profitable banking relationship. Those who have studied corporate finance will learn to view corporate valuation from the perspective of both the financial advisor and the client.
Underwriting – Basics

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 2 hours  
Member: $210  
Non-member: $370  
CPE Credit: No

While many components determine whether a loan request is approved, cash flow remains the primary form of repayment. In this course, learners will examine the components and best practices of CRE underwriting and practice underwriting a CRE loan request. **Underwriting – Basics** is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

Underwriting – Different Types of Commercial Properties

Delivery: Self-Directed Online  
Level: Foundational  
Duration: 1.25 hours  
Member: $135  
Non-member: $240  
CPE Credit: No

While all CRE properties share core characteristics associated with income and cash flow, there are distinct differences in the lease structures that affect both income and expenses. In this course, learners will examine property characteristics and differences relative to the underwriting process. **Underwriting – Different Types of Commercial Properties** is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.
Underwriting – Example Calculations

<table>
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<th>CPE Credit:</th>
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</thead>
<tbody>
<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>1.25 hours</td>
<td>$135</td>
<td>$240</td>
<td>No</td>
</tr>
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While all CRE properties share core characteristics associated with income and cash flow, there are distinct differences in the lease structures that affect both income and expenses. In this course, learners will examine property characteristics and differences relative to the underwriting process. Underwriting – Different Types of Commercial Properties is one of the courses in RMA's Commercial Real Estate Lending Decision Process library.

Using Financial Projections to Fine Tune the Credit Analysis

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<th>Delivery:</th>
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<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>6 hours</td>
<td>$160</td>
<td>$320</td>
<td>No</td>
</tr>
</tbody>
</table>

Series 6: Using Financial Projections to Fine Tune the Credit Analysis is one of six series in RMA's Lending Decision Process library. In this series, learners will construct and analyze financial projections to interpret future ability to repay debt, identify the most appropriate type of loan, and to evaluate margins of protection in the event of changes in business, industry, or management risks. This series includes 3 courses: Assessing Short-term Repayment Ability Using Monthly Pro Formas, Preparing and Interpreting Annual Financial Projections, and Using Projections to Help Determine Appropriate Loan Type.

Using Tax Returns to Analyze the Borrower

<table>
<thead>
<tr>
<th>Delivery:</th>
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<th>Duration:</th>
<th>Member:</th>
<th>Non-member:</th>
<th>CPE Credit:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-Directed Online</td>
<td>Foundational</td>
<td>1.75 hours</td>
<td>$135</td>
<td>$260</td>
<td>No</td>
</tr>
</tbody>
</table>

Upon completion of this course, learners will be able to identify specific tax forms needed in order to evaluate a business loan request, find information needed about a borrower from their tax returns, identify additional information needed from the business to process the loan application, and explain how rules for reporting income differ from financial statement rules. Using Tax Returns to Analyze the Borrower is one of the courses in RMA's Small Business Lending Decision Process library.

Writing the Credit Analysis

<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
<td>Instructor-Led</td>
<td>Foundational</td>
<td>7.5 hours</td>
<td>$475</td>
<td>$875</td>
<td>Yes</td>
</tr>
</tbody>
</table>

Writing the Credit Analysis focuses on skills needed to write an effective credit memorandum. Learn techniques for creating, analyzing, improving, and reviewing your own credit write-ups. Apply these techniques in class individually and in small group exercises. The instructor will demonstrate and explain, and the participants will then practice critiquing, writing, and revising credit memorandum excerpts.
Assessments, Certificates, and Professional Credentials

Credit Analysis Certificate

| Delivery: Certificate | Level: Foundational | Member: $170 | Non-member: $325 | CPE Credit: No |

The Credit Analysis Certificate (CAC) course was created to validate your bank’s training outcomes/tasks. The knowledge tested represents core components of a comprehensive training curriculum. Individuals who have fundamental credit risk analysis training and seek to, or have been asked to, may demonstrate their comprehension of the training via this independent test. The CAC represents a tangible confirmation of achievement and indicates an individual’s readiness for the next step in a credit and/or lending career.

Credit Risk Certification

| Delivery: Credential | Level: Intermediate | Member: $550 | CPE Credit: No |

The Credit Risk Certification (CRC) is the only recognized professional designation for credit and lending professionals, and earning it gives added credibility among colleagues and clients alike. The CRC demonstrates a commitment to the credit risk industry and a level of industry knowledge that has been recognized by an objective, outside organization. The CRC program measures an individual’s grasp of fundamental concepts, the application of those concepts, and the best thinking on the subject.

Diagnostic Assessment of CRE Credit & Lending Skills

| Delivery: Assessment | Level: Foundational | Member: $0 | Non-member: $325 | CPE Credit: No |

The Diagnostic Assessment of CRE Credit and Lending Skills consists of 60 test questions designed to probe for commercial real estate competency of your commercial real estate lenders. The assessment will help you determine what training, if any, is required to bring personnel up to prescribed levels of knowledge. The assessment can be taken by credit and lending professionals with at least 18 to 30 months of commercial real estate experience who have command of standard credit skills: cash flow, balance sheet and income statement analysis, and tax returns.

Diagnostic Assessment of C&I Credit and Lending Skills

| Delivery: Assessment | Level: Foundational | Member: $0 | Non-member: $325 | CPE Credit: No |

The purpose of the Diagnostic Assessment of C&I Credit and Lending Skills is to identify training needs specific to core competencies in commercial credit and lending. The assessment is designed for professionals actively engaged in the commercial credit and lending functions in a bank with a suggested minimum of 18–24 months experience. The C&I Diagnostic Assessment provides feedback in terms of knowledge, skills, and abilities. It identifies the current level of competency and provides an opportunity to enhance individual performance and contribute to improved institutional performance.
Operational Risk Management Fundamentals Certificate

Delivery: Certificate  
Level: Foundational  
Member: $170  
Non-member: $325  
CPE Credit: No

Prepare for the next steps in your/your employees ORM career with the Operational Risk Management (ORM) Fundamentals Certificate, created to validate an institution’s entry-level ORM training program and/or identify any gaps in training. It is intended to be taken by individuals new to the operational risk discipline who have recently completed training.
About Risk Management Association (RMA)

Founded in 1914, the Risk Management Association is a not-for-profit, member-driven professional association whose sole purpose is to advance the use of sound risk management principles in the financial services industry. RMA promotes an enterprise approach to risk management that focuses on credit risk, market risk, and operational risk. Headquartered in Philadelphia, Pennsylvania, RMA has 1,600 institutional members that include banks of all sizes as well as nonbank financial institutions. They are represented in the Association by 51,000 individuals located throughout North America, Europe, Australia, and Asia/Pacific.