

Farm Credit University Training Schedule
 Commercial Ag Lending Degree
 Starting April 5, 2010

Three weeks are allocated for each Module:

Beginning webinar intro: April 5, 2:00pm Eastern Time

Apr. 5 – Apr. 23	<u>Module 1</u> - Financial Statement Overview & the Balance Sheet
Apr. 26 – May 14	<u>Module 2</u> - Income Statement and Statement of Owner Equity
May 17 – June 4	<u>Module 3</u> - Cash Flows and Earnings Analysis
June 7 – June 25	<u>Module 4</u> - Financial Analysis of Large Commercial Loans
June 28 – July 16	<u>Module 5</u> - Strategic Credit Analysis and Risk Management
July 19 – Aug. 6	<u>Module 6</u> - Expansion Analysis
Middle Webinar	
Aug. 9 – Aug. 27	<u>Module 7</u> - Loan Structuring
Aug. 30 – Sept. 17	<u>Module 8</u> - Problem Loan Identification and Workout
Sept. 20 – Oct. 8	<u>Module 9</u> - Negotiations, Loan Narratives & Ethics
Oct. 11 – Oct. 29	<u>Module 10</u> - Financial Statement Consolidation
Nov. 3-5, 2010	Face-to-Face Training & Graduation (Charlotte, NC)