

Farm Credit University Training Schedule
 Commercial Ag Lender Degree
 Starting October 4, 2010

Three weeks are allocated for each Module:

Kickoff webinar featuring Dr. Dave Kohl: Oct. 4, 2:00pm Eastern Time

Oct. 4 – Oct. 22	<u>Module 1</u> - Financial Statement Overview & the Balance Sheet
Oct. 25 – Nov. 12	<u>Module 2</u> - Income Statement and Statement of Owner Equity
Nov. 15 – Dec. 3	<u>Module 3</u> - Cash Flows and Earnings Analysis
Dec. 6 – Dec. 31	<u>Module 4</u> - Financial Analysis of Large Commercial Loans (4 weeks due to the holidays)
Jan. 3 – Jan. 21	<u>Module 5</u> - Strategic Credit Analysis and Risk Management
Jan. 24 – Feb. 11	<u>Module 6</u> - Expansion Analysis
Middle Webinar	
Feb. 14 – Mar. 4	<u>Module 7</u> - Loan Structuring
Mar. 7 – Mar. 25	<u>Module 8</u> - Problem Loan Identification and Workout
Mar. 28 – Apr. 15	<u>Module 9</u> - Negotiations, Loan Narratives & Ethics
Apr. 18 – May 6	<u>Module 10</u> - Financial Statement Consolidation
May 11 – 13	Face-to-Face Training & Graduation (Charlotte, NC)