

Structured Approach to Lending

There is clearly a lot of information to consider when assessing a lending proposition. Making a thorough assessment of a proposal by gathering and organising relevant information is a difficult task. Too often too much time can be spent gathering information and too little time using it! To assist in this process we are going to use the Structured Approach.....



Who is it for?

This programme can be tailored to the experience levels required. By use of relevant case studies the Structured Approach provides a systematic method for assessing lending propositions.

Benefits

From attending this course people will be able to:-

- Undertake an analysis of a client request using the structured approach
- Assess the risk and reward profile and appetite to lend
- Add value to the client relationship through the demonstration of an understanding of the client's business
- Determine the financial needs of the customer / client
- Assess historic and projected financial information

Content

- Business Analysis
 - External Analysis
 - Internal Analysis
- Financial Analysis
- Lending Analysis
- Appropriate Case Studies

This list is not exhaustive so please talk to us if you don't see what you are looking for

Why X Learning?

So much finance training can be dull and boring. We make this subject lively, fun, interesting and above all relevant by:

- Drawing learning from day to day events within the business
- Allowing participants to directly reflect on the organisation and the job they do
- Incorporating high levels of interactivity, for example:
 - Running light hearted but focussed business games
 - Using live company data where possible
 - Providing realistic case studies
- Cutting out the jargon and keeping things simple
- Encouraging group work
- Catering for different learning styles and providing multi sensory input

Programme length options; minimum 2 days depending upon your requirements

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
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