

- Collateral Analysis, Part 3: Solving the Problems
 - Understanding Accounts Receivable Aging reports
 - Borrowing base formulas and certificates
 - Unsecured and under-secured loans

- Risk Ratings, Expected Loss, and Provision for Credit Losses
 - Assessing an obligor's likelihood of repayment
 - Dual risk ratings and expected loss
 - Provision for Credit Losses and why it matters

REGISTRATION

Please [CLICK HERE to register](#). Please note: Zoom credentials for this program will not be sent out until the day before the event. The confirmation email you receive will contain a link that is unique to you and may NOT be shared with anyone. The fee for this event will be \$275. Registration includes all program materials.

FACILITATOR

Andy Keusal, Founder and President, Keusal Learning - Andy Keusal is passionate about using his teaching gift to help others reach their full potential. After earning his B.A. in Psychology from the University of Notre Dame, he spent eighteen years in commercial banking, during which he interviewed, hired, and trained hundreds of new bankers. He also helped build and run one of the nation's premier credit training programs at a large Midwest regional bank. He left his corporate career in 2015 to found Keusal Learning, where he now helps people master the basics of banking. Many of his trainees have moved on to prosperous careers in banking, private equity, and even business ownership.

CONTINUING EDUCATION CREDITS

In accordance with the rules and guidelines of the Connecticut State Board of Public Accountancy, the **2021 *Breaking into Banking 201: Analyzing Repayment Sources*** may be worth 6 hours of Continuing Education Credit. This seminar has not been pre-approved for credit. The field of study for this course is Banking. Attendees interested in receiving a confirmation of attendance memo from the CBA should contact Kim Tuttle at ktuttle@ctbank.com.

REFUND/CANCELLATION POLICY

No refunds will be made for cancellations received within three business days of the program. Registrants may send a substitute to the program without loss of program fees. Registrants who do not attend the scheduled program will not receive a refund of program fees but may request program materials.

We look forward to virtually greeting you on November 2nd. Should you have any questions regarding the meeting or registration, please do not hesitate to contact the Association office.

Sincerely,

KIMBERLY M. TUTTLE
AVP, Director of Education