

## Farm Credit University Training Schedule

Lifestyle Lender Degree

Starting Aug. 6, 2012

Two weeks are allocated for each Module:

*Kickoff webinar featuring Dr. Dave Kohl: Monday, Aug. 6*

<b>Aug. 6 – Aug. 17</b>	<u>Module 1</u> : Lending to Lifestyle Borrowers: Eligibility, Scope of Lending, and Customer Knowledge
<b>Aug. 20 – Aug. 31</b>	<u>Module 2</u> : Lifestyle Portfolio Segmentation and Layering of Risk
<b>Sep. 3 – Sep. 14</b>	<u>Module 3</u> : Small Loan Analysis & Credit Evaluation
<b>Sep. 17 – Sep. 28</b>	<u>Module 4</u> : Tax Return Analysis
<b>Oct. 1 – Oct. 12</b>	<u>Module 5</u> : Consumer Compliance/ Legal Instruments & Title Concepts
<b>Oct. 15 – Oct. 19</b>	Break Week
<b>Oct. 22 – Oct. 24</b>	<b><i>Halftime Face-to-Face Training Session*</i></b> (Charlotte, NC)
<b>Oct. 29 – Nov. 9</b>	<u>Module 6</u> : Technology, Alliances in Marketing & Loan Pricing
<b>Nov. 12 – Nov. 23</b>	<u>Module 7</u> : Sales & Marketing: Successful Selling
<b>Nov. 26 – Dec. 7</b>	<u>Module 8</u> : Sales & Marketing: Strategic Prospecting
<b>Dec. 10 – Dec. 21</b>	<u>Module 9</u> : Sales & Marketing: Call Preparation
<b>Dec. 24 – Jan. 4</b>	<b>Holiday Break</b>
<b>Jan. 7 – Jan. 18</b>	<u>Module 10</u> : Sales & Marketing: Sales Process
<b>Feb. 15, 2013</b>	<b>Final Case Study Due</b> - 4 weeks to complete