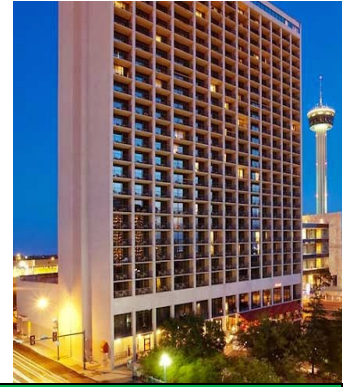




cuStrategies



cuStrategies 2017 CSA Lending & Underwriting School

Become a CSA Lending Specialist at the cuStrategies CSA Lending & Underwriting School

San Antonio Marriott Riverwalk Hotel – San Antonio, Texas

August 7-10, 2017

Early Registration: \$1,295 Registration Fee (CEO-50% Discount)/Room Rate: \$195.00*

***Early Registration deadline: June 30, 2017**

Registration after June 30, 2017: \$1,995 per person /Room Rate: Current Rate

Celeste C. Cook

CEO and Founder
cuStrategies, LLC
Speaker, Consultant, and
Trainer

Celeste, a credit union strategist and credit score expert, provides an in-depth CSA Lending Underwriting School that will help your staff gain knowledge, techniques, and skills to become a Certified Lending Expert.

Celeste brings to you her experience, expertise, proven strategies, positive energy, and passion!!! Celeste has worked in the Credit union industry for 20+ years and has been a professional speaker for 15+ years.

Overview

For CEOs, Executive Management, Managers, Underwriters, Loan Officers, Loan Processors, and Collections

Successful credit unions must become more strategic in their efforts to increase loan growth, profitability, and member retention for long-term sustainability. Get your team certified as Lending Experts to ensure you capture quality profitable loans and offer the right solutions and increase probability of payment.

- Cultivate a proactive lending philosophy for loan growth, profitability, and member retention
- Discover key lending strategies to capture quality profitable loans Identify innovative marketing strategies and programs to capture more quality profitable loans from your existing members, and non-members
- Determine what you can do to attract the Millennials
- Explore a unique lending program that has PROVEN to increase quality profitable loans and minimize delinquencies and loan losses
- Determine the best approach to build a strong sales and service culture
- Identify key risk-based lending strategies that are PROVEN to increase profitability and minimize delinquencies and loan losses
- Understand what makes up the credit score and how to calculate credit scores
- Learn how to analyze a credit report
- Learn how to assess risk without using the credit score
- Identify key high-risk factors and low-risk factors
- Explore loan documentation and loan notes for high-risk members
- Determine the best approach to close high-risk members to ensure payment

Register Today at www.custrategies.com

**San Antonio Marriot Riverwalk Hotel, 889 East Market Street, San Antonio, TX
Hotel Reservations: 1-877-622-3056 (Reference cuStrategies for Discount Rate)**

For more information contact Celeste Cook: ccook@custrategies.com or 404.783.5898