

Jeff Judy & Associates: Training Offerings

Focus on People and Functions

I provide training at all levels, from Board Directors to Executive Management through the lending staff, analysts, audit/review, and support staff. For your convenience, I have listed a few of my most popular courses by level of job function within the institution.

This is just a sample of the topics I cover. Depending on the topic and audience, I may cover these subjects in seminars and workshops, in facilitated discussions with bank leadership, in webinars or conference calls, and in presentations at association conferences and banking schools. *Please* contact me for more information about any topics you do not see listed, or about options for covering these topics at your institution.

Board of Directors/Bank Leadership

- ◆ Market Analysis & Guidance
- ◆ Commercial Lending Essentials
- ◆ Problem Loan Philosophy
- ◆ Problem Loan Policy
- ◆ Credit Risk Management Overview
- ◆ Credit Organization & Roles
- ◆ Credit Risk & Credit Culture
- ◆ ALLL/Capital Adequacy
- ◆ Credit Process
- ◆ Managing Commercial Credit Risk
- ◆ Qualitative Credit Analysis

Bankers Only

- ◆ Selling by Solving for Stronger Relationships

Bankers, Analysts, Audit/Review Staff

- ◆ Accounting for Bankers
- ◆ Assessing Individual Creditworthiness
- ◆ Financial Statement Analysis
- ◆ Cash Flow Overview
- ◆ Global Cash Flow
- ◆ Market Analysis & Guidance
- ◆ Credit & Risk Analysis
- ◆ Commercial Lending Essentials

- ◆ Loan Structure & Management
- ◆ Problem Loan Management
- ◆ Managing Commercial Credit Risk
- ◆ Qualitative Credit Analysis

Technical Staff

Jeff Judy & Associates offers a combination of training and consulting around the issues of data quality and management related to credit portfolio assessment, predictive portfolio risk models, and so on. Each institution has unique needs depending on current models in use, current data collection practices, systems in place, and goals for modeling and predicting credit portfolio risk.

There are, however, also many common principles and "lessons learned" that will be incorporated into the training and guidance provided to staff tasked with managing data and applying analytical models to the credit portfolio.