

## *CDNMI Facilities*



**Providing  
Training  
Services  
For over  
11 years**

- ✦ *Theatre seating for 60*
  - ✦ *Multiple language simultaneous translation/interpretation to wireless headsets*
  - ✦ *State-of-the-art multi-media equipment.*
  - ✦ *Wireless Internet access*
  - ✦ *Surround sound and lighting control*
  - ✦ *Wall mounted white boards*
  - ✦ *Permanently –mounted electronic drop down*
- For more Information on other courses or seminars we offer throughout the year, please feel free to contact us.*

*CDN Management Services Limited*

*DFL Building*

*10 Cipriani Boulevard, Port Of Spain*

*Phone: - (868) 625-0280*

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*Contact: - Ms. Tiffany Pemberton OR Ms. Tessa Thorpe*

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**MR. TOM LAWTON ACIB**

*Mr. Lawton is a highly experienced programme director and trainer who specializes in running credit workshops.*

*With the majority of his career spent with Barclays and Standard Charter working predominantly in lending, marketing and training he brings a wealth of experience and charisma to his seminars.*

*He is a visiting fellow at the Manchester business school and his client list extends to major banks in Asia, Europe, Africa and the United Kingdom where he runs lending courses.*

*Tom facilitates a range of courses that has had developed and which include:-*

- *Credit Analysis*
- *Business Strategy*
- *Strategic Planning & Implementation*
- *Bank Analysis*
- *Relationship Management*
- *Negotiation Skills*

*Tom has run programmes all over the world, tutoring more than seven thousand participants, from over one hundred different nationalities on four continents.*

# ADVANCED CREDIT RISK ANALYSIS

8<sup>TH</sup> – 12<sup>TH</sup> MARCH 2010

*Facilitated by: - Mr. Tom Lawton*

## OVERVIEW OF COURSE

*This course has the advantage of using many real-life case studies, giving delegates the opportunity to apply their theoretical knowledge to actual deal analysis. Delegates will examine deals in detail and, under instruction from the professor, they will analyze cases from both lender and borrower perspectives.*

*Delegates also receive a computer disk containing models, including a comprehensive ten-point risk rating system, two comprehensive computerized pricing models, an integrated cash flow model and additional Excel files used in case studies.*

## Course Objectives

- *Give delegates the skills to make prudent lending decisions as they face new challenges and prepare for Basel II.*
- *Enable delegates to better manage the good and troubled loan books.*
- *Provide state-of-the-art credit tools designed to risk rate and price loans, manage a loan portfolio and manage risk effectively.*
- *Explore ways new credit skills help delegates exploit opportunities developing and expanding client business.*

## WHO SHOULD ATTEND

- *Corporate Lending Managers*
- *Credit Managers*
- *Credit Analysts*
- *Bank Regulators*
- *Bank Consultants*
- *Treasury Managers*
- *Risk Analysts*
- *Investment Bankers*
- *Research and Ratings Personnel*
- *Portfolio Managers*
- *Accountants*

## REGISTRATION & COST INFORMATION

All Additional participants enjoy a **50%** course price discount!

***The Course price is US \$1650 + VAT***

*Cost includes tuition, course materials, lunch and refreshments. In order to ensure that your place is booked, you must complete and sign the registration form in this brochure or one will be emailed to you upon request and submit it with a non-refundable down-payment of US \$60.*

## REGISTRATION DEADLINES

**1ST MARCH 2010**

## CANCELLATION POLICY

*A participant's cancellation is in effect immediately upon notice to CDNMI without penalty on or before the Registration Deadline dates. (Please note above) A cancellation fee of 50% will apply after this date.*

**KINDLY MAKE ALL CHEQUES OR DRAFTS PAYABLE TO:-**

**CDN MANAGEMENT SERVICES LIMITED**

Course Venue  
TRINIDAD

CDNMI Facilities  
Development Finance  
Limited Building  
10 Cipriani Boulevard,  
Port of Spain

## BACKGROUND ON CDN MANAGEMENT INSTITUTE (CDNMI)

*CDN has been providing management development services since 1997 and has developed a network of expert facilitators.*

*We offer an ideal learning environment for managers:*

- *Seasoned facilitators with the practical experience and knowledge of the specific area*
- *High-speed internet access and other business centre services*
- *Participants are presented with "Certificates of Participation"*
- *Many of our courses are 3 to 5 days to achieve depth in the subject area;*
- *Special rates for accommodation can be arranged by CDN at our Partner hotels for visiting participants;*
- *Catering services are also arranged with our Partner caterers in Port-of-Spain, Trinidad and in Georgetown, Grenada*

## GOALS AND OBJECTIVES

*Our goal is to facilitate training in specialized subject areas within core disciplines in the financial services industry in the Caribbean.*

*The objective of every seminar is to provide knowledge and insights, encouraging participants to develop and practice skills to be functional in the subject area at the end of the seminar.*

## PAYMENT OPTIONS

*Full payment is made on or before the seminar by Manager's cheque/draft when the completed Registration Form is submitted.*