

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

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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 he 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.

FUNDAMENTALS OF CREDIT

1ST- 5TH MARCH 2010

Facilitated by:- Mr. Tom Lawton

OVERVIEW OF COURSE

This course seeks to provide participants with a solid foundation of skills enabling them to be able to identify and assess key qualitative and quantitative factors in determining credit risk.

There is a natural tendency to focus on only “the numbers” during the credit analysis process and as a result financial ratios are often overlooked. This results in poor management decisions which in turn have severe consequences on the company’s internal framework.

This course enables participants to look beyond “the numbers” to evaluate cash generating ability, market conditions, management effectiveness and collateral security. It provides focus on areas that collectively build the foundation for sound analytical skills and techniques such as:-

- ❖ *Accounting Issues*
- ❖ *Financial Risk Assessment*
- ❖ *Management Risk Assessment*
- ❖ *Industry/ Market Risk Assessment*

WHO SHOULD ATTEND

The course is aimed at individuals seeking to acquire a solid foundation of credit skills, and/or those who simply need a “refresher” of their existing skills. Suitable candidates include those with backgrounds in:-

- *Commercial credit analysts*
- *Commercial lenders, loan officers, relationship managers*
- *Investment Bankers*
- *Investors*
- *Other Financial professionals*

REGISTRATION & COST INFORMATION

All additional participants enjoy a 50% course price

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

26th February 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 DRAFT S 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 specialised 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.