



JANUARY

- 1/5 Managing the New Appraisal Guidelines for Residential Property Webinar
- 1/12 Lending Council Webinar
- 1/25 Loan Stress Testing for Today's Credit Union Webinar
- 1/25 Top 12 Collection Tips Quickbite

FEBRUARY

- 2/16 Understanding Borrowers' Tax Returns, Part 1 Webinar
- 2/22 GFE & HUD1- Issues and Updates Webinar
- 2/22 Internet Lending QB

MARCH

- 3/6 Troubled Debt Restructuring Issues Webinar
- 3/13 Understanding Borrowers' Tax Returns Part 2 Webinar
- 3/15 Lending Strategies: More Loan Opportunities Quickbite
- 3/28 Real Estate Loan Workouts, Foreclosures, Short Sales & Deficiency Judgments Webinar

APRIL

- 4/3 Lending to the Small Business Owner in Today's Economy Webinar
- 4/19 KCUA Annual Meeting & Convention - Wichita
- 4/20 Lending Council Meeting - Wichita

MAY

- 5/1 Helping Members Improve Credit Scores TeleCourse
- 5/10 Sales Culture Revolution Quickbite
- 5/17 Lender Alert: REG Z Mortgage Application Timing Requirements Webinar
- 5/22 Member Credit Report Disputes Webinar

JUNE

- 6/12 Lending Council Webinar
- 6/13 Denied Loan Requirements: Consumer, Commercial & Residential Webinar
- 6/26 We Love Loans Quickbite

JULY

- 7/10 Direct Lending-7 Must Haves Quickbite
- 7/24 Rule Review & Understanding Loan Documents for the New Mortgage Lender Webinar
- 7/26 Credit Reports & Scores: Using Them Legally & Effectively Webinar

AUGUST

- 8/22-23 Bankruptcy and Collections Conference - Wichita
- 8/30 Basic Consumer Lending TeleCourse

SEPTEMBER

- 9/5 Increased Loans-New CU Loan Officer Training Quickbite
- 9/12 CU Basic Training - Wichita

OCTOBER

- 10/3 Computer Security for All Staff Webinar
- 10/15 Loan Interviewing & Sales Skills TeleCourse
- 10/16 Lending Council Meeting - TBD
- 10/23 Advanced Underwriting Skills for Consumer Loans Webinar
- 10/24 Working with Troubled Members Webinar
- 10/25 Cyber Tracking & Collections Techniques TeleCourse

NOVEMBER

- 11/14 10 Steps to Increased Loan Growth Webinar
- 11/28 Legal Update-Loans: 2012 in Review Webinar

DECEMBER

- 11/29 Robbery Preparedness for All Staff Webinar
- 12/3 Effective Variable Pay Lending Strategies Quickbite
- 12/6 The Last Frontier: Risks & Opportunities for Business Loans Webinar
- 12/19 Effective Listening Skills Quickbite