Breaking into Banking 101: Fundamentals of Commercial Lending

February 24, 2027

Virtual Live Event via Zoom

About the Program

Commercial lending can be intimidating because of its complexity and the risk-oriented nature of the work.

Breaking into Banking 101 is an introduction to the key concepts, terminology, and processes involved in credit and lending. The course doesn't assume much prior knowledge, so it's **ideal for those in their first year in the industry**. Learners will gain a clear understanding of their job and how their role fits into the bank's overall profitability goals.

Topics include:

- The Business of Banking
- Why Businesses Borrow Money
- The Art of Underwriting: Part I & II
- Loan Structuring: Part I & II
- The Credit Approval Process
- Loan and Portfolio Monitoring
- The Complex Lending Machine
- Test Drive Your Job

About the Instructor



Andy Keusal is passionate about using his teaching gift to help others reach their God-given potential. After eighteen years in commercial banking, he founded Keusal Learning in 2015 to help people master the basics of banking.

Keusal is the author of *Breaking into Banking: Cracking the Code on Launching a Successful Career in Commercial Banking* and the creator and facilitator of the video course by the same name.

Who should attend?

New credit analysts, lenders, underwriters, and bankers who need a working knowledge of credit analysis.

Schedule for Virtual Live Event via Zoom

Date: February 24, 2027
Time: 8:30 am – 4:00 pm CT
(Lunch break from 12:00 – 1:00 pm)

Event will be recorded and available for two weeks.

Breaking into Banking 101: Fundamentals of Commercial Lending
Virtual Event via Zoom: February 24, 2027
Registration: $300 per person **Deadline to Register: Feb. 17**
Each registrant will receive an NDBA email by February 22 with Zoom login information and materials.

Bank: _____

Contact Person: _____

Address: _____

City: _____ State_____ Zip _____

Registrants

1. Name: _____
   Branch: _____ Email: _____
2. Name: _____
   Branch: _____ Email: _____

Save and send to North Dakota Bankers Association:

Via Email: ndba@ndba.com **Mail to**: PO Box 1438, Bismarck ND 58502

Total due: $ _____ ☐ Sending check ☐ Please invoice ☐ Credit card.
(NDBA will initiate pay link through Skipify)

Questions? Call NDBA at 701.223.5303 or visit www.ndba.com.

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