



# CFT Seminars & Workshops

Spring 2017

Banking/Credit Union/Financial Services

**COMPLIANCE**

COURSE	CR	DAY/DATE(S)	TIME	LOCATION/ROOM	FEES
<b>"New"</b> The OFAC Landscape under the New Administration <i>Speaker: Andres Fernandez</i>	½	Wednesday March 29	9:00AM-Noon	MDC – Wolfson Campus (Downtown) Room 7166	\$375/\$425 Materials Included
AML Essentials: A Seminar for Compliance Beginners (formerly ABC's of AML Compliance) <i>Required for the Compliance Officer Cert.</i> <i>Speaker: Charo DeLaOssa</i>	½	<b>"New Date"</b> Thursday April 21	9:00AM-4:00pm	MDC – Wolfson Campus (Downtown) Room 3404-8	\$375/\$425 Materials Included

**COMMERCIAL, BUSINESS BANKING & CONSUMER LENDING**

COURSE	CR	DAY/DATE(S)	TIME	LOCATION/ROOM	FEES
<b>"New"</b> Relationship Banking/Business Development <i>Speaker: Roberto Pelaez</i>	½	Tuesday February 28	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Introduction to Analyzing Financial Statements <i>Pre-req for Analyzing Financial Statements</i> <i>Speaker: Roberto Pelaez</i>	½	Thursday March 9	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 3404-8	\$350/\$400 Materials Included
C&I (Commercial & Industrial) Lending <i>Speaker: Roberto Pelaez</i>	½	Tuesday March 21	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Get Global: Understanding Global Cash Flow Analysis <i>Required for the Credit Analysis Cert.</i> <i>Speaker: Roberto Pelaez</i>	½	Tuesday April 4	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Personal Tax Return Analysis <i>Required for the Credit Analysis Cert.</i> <i>Speaker: Roberto Pelaez</i>	½	Tuesday April 18	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Real Estate Law for Bankers <i>Speaker: Douglas Waldorf</i>	½	Thursday April 20	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
<b>"New"</b> Asset-Based Lending <i>Speaker: Roberto Pelaez</i>	½	Thursday April 27	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Commercial Loan Documentation <i>Required for the Credit Analysis Cert.</i> <i>Speaker: Douglas Waldorf</i>	½	Thursday May 4	9:30AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Business Tax Return Analysis <i>Required for the Credit Analysis Cert.</i> <i>Speaker: Roberto Pelaez</i>	½	Tuesday May 9	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Trade Finance & Letters of Credit	½	Thursday May 11	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included
Cash Flow Analysis – Advanced <i>Required for the Credit Analysis Cert.</i> <i>Speaker: Roberto Pelaez</i>	½	Tuesday May 16	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 3404-8	\$350/\$400 Materials Included
Credit Analysis <i>Required for the Credit Analysis Cert.</i> <i>Pre-req: Analyzing Financial Statements or Intro to Analyzing Financial Statements, Global Cash Flow, Personal &amp; Business Tax Return Analysis, and Commercial Loan Documentation</i> <i>Speaker: Roberto Pelaez</i>	½	Tuesday May 30	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included

**MANAGEMENT & SALES**

COURSE	CR	DAY/DATE(S)	TIME	LOCATION/ROOM	FEES
<b>"New"</b> Building & Retaining Customer Relationships <i>Speaker: Carol Ann Loo</i>	½	Wednesday May 3	9:00AM-4:00PM	Mercantil Commercebank Doral (Training Room)	\$350/\$400 Materials Included
Effective Communication for Supervisors <i>Speaker: Carol Ann Loo</i>	½	Wednesday May 24	9:00AM-4:00PM	MDC – Wolfson Campus (Downtown) Room 7166	\$350/\$400 Materials Included

**Locations:**

Miami Dade College (Wolfson Campus) - 245 NE 4<sup>th</sup> Street, Miami - Room 7166 Parking Lot Building (7000) or Room 3404-08 Building (3000), 4<sup>th</sup> Floor  
 Mercantil Commercebank (Doral) – 12496 NW 25<sup>th</sup> Street, Ground Floor, Training Room (Leave a Legacy)