

CFT offers a proven and convenient online learning alternative for financial institution employees. **Compliance** College provides the essential requirements of Key Federal Acts and Regulations as they relate to job functions. Also available are Teller & Product Training courses. This program includes testing, tracking, reporting and online reference, satisfying the needs of institutions of every size. **Compliance** College targets the job needs of general bank, staff tellers, CSR's, FSR, managers and operations personnel.

How to Register:

To register for one or more **Compliance**College courses, simply call the CFT office for a registration form at (305)237-3051 or download an application for. As soon as your registration is processed you will receive an email with site access and log-on information from the **Compliance**College coordinator.

The course material is in plain language and uses a unique approach, with significant user interaction exercises, real life scenarios and immediate feedback – which makes the course interesting and improves learning retention. Each module begins with a pre-test and concludes with a post-test. The post-test is scored and results are recorded and retained for management reporting. Since this training is internet-based and self-paced, staff may access the **Compliance** College anytime, whether at work or at home, as many times as you wish for up to one year after you register.

Withdrawal Policy:

No withdrawal is accepted once you have registered for an on-line compliance course. You may request a substitute in your place. No refunds will be given should you withdraw from the course after registration has been received at the CFT office.

CFT Member/Non-member Price: \$115/\$155

Please be advised that there is a **\$14.00** individual registration fee for all compliance classes.

IMPORTANT "GOOD" NEWS – for a quicker turnaround, the certificates of completion for the following courses will now be available online once the student completes the individual class. The student can download their own certificates of completion at the conclusion of each class. The CFT office will NO LONGER issue individual certificates. Upon Completion of the requirements and verification of eligibility the compliance officer certificate (domestic & int'l tracks) will be honored and issued by the CFT office.

Lending Compliance Series

- A Borrower's Right to Privacy in a Mortgage Transaction-TP
- Anti-Tying
- Appraisal and Evaluation Interagency Guidelines
- Collection Practices and Loan Workouts
- Commercial Compliance Overview
- Consumer Credit Lending Practices
- Consumer Credit Products
- Consumer Installment Loan Compliance Overview
- Consumer Leasing Act: Regulation M
- Consumer Lending Regulations
- Equal Credit Opportunity Act: Regulation B
- Equal Credit Opportunity Act: Regulation B -E3
- Escrow Accounts and Disclosures
- Evaluating Business Loans
- Exploring Mortgage Servicing Rules
- Exploring Small Servicer Mortgage Servicing Rules
- FACT Act Overview
- FACT Act Overview – E3
- Fair Credit Reporting Act (FCRA)
- Fair Debt Collection Practices Act (FDCPA)
- Fair Housing Act (FHA)
- Fair Lending Overview
- Fair Lending Overview – E3
- Fair Lending Overview – Lecind Staff – E3
- Federal Regulation of Real Estate Appraisals
- Financial Alternatives for Small Business

- Flood Insurance
- Home Mortgage Disclosure Act: Regulation C
- Homeowners Protection Act of 1998—PMI Act
- Introduction to Credit Card Regulations
- Lending on Commercial Real Estate
- Loan Servicing Loss Mitigation
- Loans to Executive Officers: Reg. O
- LS-Understanding SBA Eligibility
- LS-Understanding SBA Loans
- Managing OREO
- Military Lending Act
- Plain and Simple—A Step-By-Step Guide to the New Integrated Disclosures
- Private Education Loans (PEL): HEOA and Reg. Z
- Real Estate Settlement Procedures Act (RESPA): Regulation X
- Referral Techniques for Non-licensed Employees
- Service Member's Civil Relief Act (SCRA)
- Service Member's Civil Relief Act (SCRA) – E3
- Specific Program Guidelines: FHA, VA, USDA
- The S.A.F.E. Act
- TILA—Beyond Basics—Certain Home Mortgage Loans
- TILA—Closed-End Residential Real Estate Loans
- TILA—Home Equity Lines of Credit (HELOC)
- TILA—Installment Loans—Non-Real Estate Secured
- TILA—Open End Loans/Credit Cards
- TILA—Unsecured Open-End Loans
- Truth in Lending Act: Regulation Z



ONLINE COMPLIANCE COURSES (SELF-PACED)

Deposit Compliance Series

Affiliate Transactions: Regulation W
Anti-Boycott
Automated Clearing House (ACH)
Cash Management Services
Check 21 Act Overview
Deposit Compliance
Electronic Funds Transfer Act: Reg. E
Electronic Funds Availability Act: Reg. CC
Federal Deposit Insurance Corporation (FDIC)
Federal Election Campaign Act (FECA)
Fedwire (Reg J)
GLB Privacy (No Opt-Out)
GLB Privacy (Opt-Out)
Methods of International Payments
Overdraft Protection Guidelines and Regulations
Regulation E Error Resolution
Reserve Requirements: Regulation D
Right to Financial Privacy Act (RFPA)
Sweep Account Disclosure Requirements
Truth in Savings: Regulation DD

Transaction Compliance

AML & SAR for Mortgage Lenders and Originators
AML for Customer Service Representatives
AML for Lenders
AML for Operations
AML for Tellers
AML: What Are PEPs?
Anti-Money Laundering (AML)
AML/BSA – E3
Anti-Terrorism – E3
Anti-Terrorism Overview
Bank Secrecy Act (BSA)
BSA for Customer Service Representatives
BSA for Lenders
BSA for Operations
BSA for Tellers
BSA/AML Trust
Beneficial Ownership
Check Fraud
Check Kiting
Counterfeiting and Forgery
Countering Human Trafficking
Currency Transaction Reporting
Currency Transaction Reports – E3
Customer Due Diligence and Enhanced Due Diligence (CDD/EDD)
Customer Identification Program (CIP)
Customer Identification Program (CIP) – E3
Elder Financial Abuse
Elder Financial Abuse – E3
Frauds and Scams
Global Anti-Money Laundering Standards – E3
Introduction to Human Trafficking
Management Overview for BSA & AML Program
New Account ID Procedures (CA Specific)
Office of Foreign Assets Control (OFAC)
Office of Foreign Assets Control (OFAC) – E3
Politically Exposed Persnps – E3

Reporting and Recordkeeping Requirements – E3
Suspicious Activity Reporting
Suspicious Activity Reporting – E3
Suspicious Activity Reporting – Red Flags for Lender – E3
Suspicious Activity Reporting – Red Flags for Tellers/CSRs/Operations – E3
The Importance of Anti-Money Laundering in the Mortgage Profession
Trade Finance Fraud
Unlawful Internet Gambling: Regulation G

Retail Banking Series

Accepting Negotiable Instruments
Bank Broker/Dealer Exemptions: Regulation R
Bomb Threats and Other Security Issues
Cash Handling Skills
Deposit Products and Services
Fraud at the Teller Station
Future of Retail Banking
Handling Consumer Complaints
Handling Stop Payments
Health Savings Accounts
Insurance Disclosures
Insurance Products
Issuing Negotiable Instruments
Measuring Depository Branch Performance
New Account Opening
Non-Deposit Investment Product Sales
Non-Deposit Investment Products
Overview of Teller Responsibilities
Prepaid Access
Private Banking
Records Management
Remote Deposit Capture
Referral Techniques for Non-licensed Employees
Regulatory Compliance for Tellers
Robberies
Safe Deposit Boxes
Savings Bonds
Trust Law Basics
Trust Services

Enterprise Risk Management and Compliance

Active Shooter/Critical Incidents in Financial Institutions
Advertising Compliance
Americans with Disabilities Act
Bank Bribery Act
Business Continuity and Disaster Recovery
CCPA
Change Management
CISA—Customer Information Security Awareness
Community Reinvestment Act (CRA) for Intermediate Institutions
Community Reinvestment Act (CRA) for Large Institutions
Community Reinvestment Act (CRA) for Small Institutions
Consumer Financial Protection Bureau—CFPB
Consumer Protection Through Accurate and Ethical Advertising-TP
Ethical Dilemmas and the Fight against Mortgage Fraud

ONLINE COMPLIANCE COURSES (SELF-PACED)

Ethics for Bankers
Foreign Corrupt Practices Act
General Data Protection Regulation
Guidelines for An Environmental Risk Program
HIPPA and COBRA for Financial Institutions
Insider Trading
Interest Rate Risk Management
Limitations on Interbank Liabilities—Regulation F
Red Flags of Identity Theft
Safeguarding Customer Information—Gramm-Leach-Bliley
Sarbanes-Oxley Act Overview
Security of Customer Information Guidelines
The Importance of Third-Party Vendor Management
The Telemarketing Consumer Fraud and Abuse Prevention Act
Understanding the FFIEC Final Guidance on Social Media
Unfair, Deceptive or Abusive Acts or Practices for the Financial Institution

Banker's Knowledge

Advanced Financial Math
Analyzing Company Cash Flows
Annuities
Beginning Financial Math
Business Etiquette
Checking Accounts, Share Drafts and Other Transaction Products
Commercial Banks— An Introduction
Community Relations Programs
Delegation Skills
Direct Mail Marketing Techniques
Federal Reserve and Monetary Policy
Financial Institution Regulation
Financial Markets
Fundamentals of Banking II—The Banking Institution
Fundamentals of Banking I—The Banking System
Greening the Office
Home Banking and Bill Paying
Indirect Lending
Introduction to Appraisal
Loans and Credit
Local Promotion and Advertising Programs
National Bank Trust Activities
Negotiation Skills
Office Safety
Professional Business Dress—Men
Professional Business Dress—Women
Providing Service to Customers with Disabilities
U.S. Financial Institutions
Understanding Compliance Regulations

Board of Directors Series

BOD—AML for Directors and Senior Management
BOD—Bank Secrecy Act for Directors and Senior Management
BOD—Board Delegation of Operating Authority
BOD—Board's Role in Monitoring Performance

BOD—Community Reinvestment Act
BOD—Compliance Management
BOD—Elder Financial Abuse
BOD—Fair Lending Overview
BOD—Flood Insurance
BOD—Loans to Executive Officers: Regulation O
BOD—Preparing for a Compliance Examination
BOD—Restructuring the Financial Services Industry
BOD—Security of Customer Information Guidelines
BOD—Service Member's Civil Relief Act
BOD—Unfair, Deceptive, or Abusive Acts or Practices for the Financial Institution

Refresher Series

Bank Secrecy Act Refresher
Community Reinvestment Act (CRA) Refresher
Customer Identification Program (CIP) Refresher
Electronic Funds Transfer Act: Regulation E Refresher
Equal Credit Opportunity Act: Regulation B Refresher
Expedited Funds Availability Act: Regulation CC Refresher
Fair Credit Reporting Act (FCRA) Refresher
Fair Lending Overview Refresher
GLB Privacy Refresher – Reg. P
Identity Red Flag Programs Refresher
Office of Foreign Assets Control (OFAC) Refresher
Real Estate Settlement Procedures Act: Regulation X Refresher
Right to Financial Privacy Act (RFPA) Refresher
Truth in Lending Act: Regulation Z Refresher
Truth in Savings: Regulation DD Refresher
Unfair, Deceptive or Abusive Acts or Practices for the Financial Institution Refresher

New! Cybersecurity Fundamentals

A Day In the Life Theme: Security Awareness
Appropriate Use of Social Media
Defeating Social Engineers (Advanced)
Defeating Social Engineers (Standard)
Human Firewall Theme: Security Awareness and Literacy
PCI Essentials for Cardholder Data Handlers and Supervisors
Phishing
Protecting Mobile Data and Devices
Security Awareness Essentials
Strongest Link Theme: Security Awareness and Literacy

Mortgage Lending Series

Real Estate Settlement Procedures Act—Part I
Real Estate Settlement Procedures Act—Part II

Equal Credit Opportunity Act
Truth-in-Lending- Part I
Truth-in-Lending- Part II
Truth-in-Lending- Part III
Identifying High-Cost Mortgages and Higher-Priced Mortgage Loans
The Loan Originator Compensation Rule
The TILA-RESPA Integrated Disclosure (TRID) Rule Part I
The TILA-RESPA Integrated Disclosure (TRID) Rule Part II
Homeowners Protection Act
The S.A.F.E. Act
Home Mortgage Disclosure Act
Fair Credit Reporting Act
Fair and Accurate Credit Transactions Act
Dodd-Frank Act
USA PATRIOT Act and bank Secrecy Act
Gramm-Leach-Bliley Act
Mortgage Acts and Practices Rules
E-Sign Act
Privacy Rules
The Ability to Repay and Qualified Mortgage Rules
Regulatory Authority
Qualified and Non-Qualified Mortgage Programs
Conventional Mortgages
Non-Conforming Mortgages
VA and USDA Loans
Guidance's
Mortgage Loan Products
High-Cost Mortgage Loans
Higher-Priced Mortgage Loans
Reverse Mortgages
Other Loan Products I
Other Loan Products II
Mortgage Loan Terms
Completing the Loan Application
Verification and Documentation
Disclosure
Analyzing Borrower Qualifications
Borrower Credit Qualifications
Qualifying Ratios
Ability to Repay and Qualified Mortgages
Appraisals
Underwriting Review
The Title Process
Mortgage, Hazard, and Flood Insurance
The Closing Process
Funding and Servicing
Mortgage Calculations
Adjustable-Rate Mortgage Loans
Ethical Issues Related to Federal Lending Laws I
Ethical Issues Related to Federal Lending Laws II
Anti-Discrimination in Mortgage Transactions
Mortgage Fraud and Ethical Behavior
Ethical Conduct in the Appraisal Process
Financial Responsibility
Unfair, Deceptive, or Abusive Acts or Practices
Consumer Relationships
Ethical Behavior of Consumers
Fraud Detection, Reporting, and Prevention

Consumer Lending Program and Financial Knowledge

Analyzing Personal Financial Statements
Consumer Credit Products
High-Cost Mortgages (HOEPA)
Home Equity (Open-End Credit)
IRS Reporting for Real Estate Transactions
Mortgage Fraud Awareness
Private Mortgage Insurance
Residential Mortgage 1-2-3: Mortgage Process
Reverse Mortgages
Second Lien Real Estate Mortgage Loans/Junior Real Estate Mortgage Loans
Subprime and Predatory Lending

Diversity and Inclusion Series

DI—Age
DI—Barriers to Diversity
DI—Cross-Cultural Business
DI—Cultural Diversity
DI—Defamation
DI—Defamation for Managers
DI—Discrimination
DI—Discrimination for Managers
DI—Diversity Awareness
DI—Documentation
DI—Documentation for Managers
DI—Drug-Free Workplace Program
DI—Employees with Disabilities
DI—Employees with Disabilities for Managers
DI—Gender
DI—Harassment
DI—Harassment for Managers
DI—Language
DI—Marital Status
DI—Race, Color and Nationality
DI—Religion
DI—Retaliation
DI—Retaliation for Managers
DI—Sexual Harassment
DI—Sexual Harassment for Supervisors and Managers
DI—Sexual Harassment Refresher
DI—Sexual Orientation
DI—Stereotypes and Assumptions
DI—Veteran Status
DI—Violence and Bullying in the Workplace
DI—Workplace Inclusion

Customer Information Security Awareness (CISA) Series

CISA-01—Security System Issues
CISA-02—Passwords
CISA-03—Internet Banking Security
CISA-04—Securing Customer Information
CISA-05—Securing Nonpublic Areas
CISA-06—Information Disposal
CISA-07—PINs

CISA-08—Customer Requests
CISA-09—Interactive Voice Response Systems
CISA-10—Clean Desk Policy
CISA-11—Media and Equipment
CISA-12—Network Component Security
CISA-13—Data Encryption Standards
CISA-14—Remote Access Standards
CISA-15—Laptop and PDA Security
CISA-16—Intrusion Detection and Firewall Security
CISA-17—Virtual Private Network Security
CISA-18—Computer Room Security
CISA-19—File Backup and Storage
CISA-20—PC Software Controls
CISA-21—Virus and Spyware Prevention
CISA-22—Incident Response Program
CISA-23—Social Engineering
CISA-24—Social Media

Leadership in Management

LE1 - Introduction to Management Basics
LE2 - Time Management
LE3 - Business Writing
LE4 - How to Lead and Participate Effectively in Meetings
LE5 - Coaching and Feedback
LE6 - Leading People Through Change
LE7 - Handling Conflict
LE8 - Sharpening Your Interviewing Skills
LE9 - Managing Multiple Generations at Work
LE10 - Introduction to Project Management Concepts

REAL Customer Service

Customer Service
REAL Customer Service 1 - Showing Customers You Care
REAL Customer Service 2 - Using Language to Serve the Customer
REAL Customer Service 3 - Opening the Conversation
REAL Customer Service 4 - Diagnosing Customer Needs
REAL Customer Service 5 - Responding to Customer Requests
REAL Customer Service 6 - Taming Challenging Conversations
REAL Customer Service 7 - That's a Wrap - Closing the Conversation

REAL Sales

Cross-Selling
REAL Sales 1 - The Other Side of Service
REAL Sales 2 - Adding Value Through Cross-Selling
REAL Sales 3 - Adding Value Through Up-Selling
REAL Sales 4 - Overcoming Resistance

Retirement Management Series

Education Savings Accounts/Coverdell Education Saving Account
Excess IRA Contributions
IRA Beneficiary Options
IRA Contributions
IRA Distributions
IRA Required Minimum Distributions
IRA Rollovers, Transfers and Direct Rollovers
Retirement Planning and Saving

Roth IRA Overview
SIMPLE IRA Basics
Simplified Employee Pension (SEP) Plans
Traditional IRA Overview
Ways to Build Wealth

BSA and AML Case Studies

AML CSR "Is There a Mechanic in the House?"
AML CSR Candelais Industries
AML CSR Current on Currency Transaction Reporting
AML CSR Do Not Open Until...
AML CSR The Temporary Holding Pattern
AML Lenders "Did You Do These Yourself?"
AML Lenders "I've Got Friends in High Places!"
AML Lenders Collateral
AML Lenders Me and My Shadow
AML Lenders The French Connection
AML Ops "What's My Line?"
AML Ops The Pay Off
AML Ops What Kind of Laundering Operation Are You Running?
AML Ops Who Do You Know in the Caymans?
AML Ops Wire You, Wire Me
AML Tellers Do You Have 30 \$100s For 150 \$20s?
AML Tellers Little Blue Men
AML Tellers Martino's Tavern & Bank
AML Tellers Wonder Construction
AML Tellers You're in the Money
BSA CSRs—"Hello, Stranger."
BSA CSRs—"There's Gotta be a Better Way!"
BSA CSRs—College Daze
BSA CSRs—Is It or Isn't It?
BSA CSRs—The Owl's Cry
BSA Lenders—"What City, Please?"
BSA Lenders—What Will They Think of Next?
BSA Lenders—What's in the Box?
BSA Ops—Coupon Redemption
BSA Ops—Ghost in the System
BSA Ops—Larry's Food Mart or Larry's Laundry
BSA Ops—Miguel's Discovery
BSA Tellers—A Little Knowledge is Dangerous
BSA Tellers—Business is Booming
BSA Tellers—Connect the Dots
BSA Tellers—What Are Friends For?
BSA/AML for Trust—Non-Profit or Not
BSA/AML for Trust—Wire the Money to Bolivia

Leadership Professional Skills

Becoming a Coach: Bringing out the Best in Employees
Becoming a Leader: Communication Techniques that Motivate, Guide and Inspire Employees to Excel
Conducting High-Impact, Low-Stress Performance Reviews
Creating Your Dream Team: How to Harness the Power of Teamwork
Everyone's Teamwork Role
For Managers... Creating a Positive Workplace: Good Attitudes Are Contagious
Heating Up Your Cold Calls

Hiring Secrets: 12 Tips to Get Candidates to Reveal Their True Selves
How to Resolve Conflict at Work
How to See Opportunity in a Changing Workplace
How to Shine in Difficult Management Situations
Interviewing Techniques That Help You Hire the Best
It's Business, Not Personal: Taming Emotions in the Workplace
Motivating Employees During Organizational Change
Professional Conduct 101: Vital Skills for New Employees
Solving (Even More) People Problems on the Job
Training to Win: Helping Employees Meet or Exceed Their Goals
You Are the Organization

Communication Professional Skills

7 Things Never to Say to Your Customers
Better Business Grammar
Communicating for Results: How to Be Clear, Concise and Credible
Communicating to Reduce Stress on the Job
Communicating with Customers
Communicating with People on the Job
Don't Shoot the Messenger: Common Workplace Courtesies that Reduce Tension & Lower Stress
Everyone's Customer Service Role
How to Communicate Clearly and Effectively with Employees
How to Give and Receive Criticism
Listen & Win: How to Keep Customers Coming Back
Make the Connection: How to Be Effective and Productive on the Phone
Mastering Memos
Power Writing: Techniques for Success
Powerful Ways to Persuade People
Solving People Problems on the Job
Speak like a Pro... and Get a Standing Ovation Every Time
Speaking to One Person or a Roomful: Proven Techniques that Will Make You a Master Communicator
Speaking with Confidence, Clarity and Charisma
Think Like the Customer, Act Like the Owner
Winning Over Even the Most Difficult Customers: Going Beyond Service with a Smile

Teamwork Professional Skills

Building Cooperation: How Everyone Can Win at Work
For Employees... Being Positive in the Workplace: Good Attitudes Are Contagious
Getting Cooperation: Team-Building That Works
Sink or Swim Teamwork: We're All in This Together
Team-Building Techniques That Work

Time Management Professional Skills

Achieving Peak Performance on the Job
Arrest that Stress: How to Depressurize Your Work Life
Do it Right the First Time: Paying Attention to Details
Do More in Less Time: Tame Your Workload by Dramatically Increasing Your Productivity
Get Organized and Stay Organized: The 7-Day Plan for Putting Your Work Life in Order
How to Juggle Multiple Priorities

New! OnCourse Unplugged

Unplugged: BSA/AML Overview
Unplugged: BSA/AML Program
Unplugged: Currency Transaction Reports
Unplugged: Suspicious Activity Reports
Unplugged: Know Your Customer
Unplugged: Anti-Money Laundering
Unplugged: Fair Lending Overview
Unplugged: Fair Housing Act
Unplugged: Equal Opportunity Act
Unplugged: Home Mortgage Disclosure Act
Unplugged: Identify Theft Program
Unplugged: Identity Theft Red Flags
Unplugged: OFAC
Unplugged: Social Engineering
Unplugged: Phishing
Unplugged: Privacy

New! Cybersecurity Starter

Phishing
Security Awareness Essentials

New! Cybersecurity Advanced

A Day In the Life Theme: Security Awareness
A Day In the Life Theme: (with Adaptive TestOut/Analytics)
Appropriate Use of Social Media
Baseline Information Security Training for IT Professionals
Cloud Security
Data & Records Retention
Defeating Social Engineers (Advanced)
Defeating Social Engineers (Standard)
Email Security & Instant Messaging Security
GDPR: GDPR for Data Handlers
GDPR: How to Comply With the GDPR in the US
Human Firewall Theme (Adaptive TestOut/Analytics)
Human Firewall Theme: Security Awareness and Literacy
Incident Reporting
Information Security for Executives
"Internet of Things" & Home Security
GDPR: Introduction and Overview
Introduction to the OWASP Top 10
GDPR: Key Principles of the GDPR
GDPR: Navigating the GDPR with our US Partners
Password Management
PCI Essentials for Cardholder Data Handlers and Supervisors
PCI Requirements Overview for I.T. Professionals
Phishing
Physical Security
Privacy and Data Protection
Privileged User Security
Protecting Mobile Data and Devices
Security Awareness Essentials
Security Awareness for Managers
Security Awareness for the Home
Security Awareness Fundamentals Theme (with Adaptive TestOut/Analytics)



ONLINE COMPLIANCE COURSES (SELF-PACED)

Strongest Link Theme (with Adaptive TestOut/Analytics)
Strongest Link Theme: Security Awareness and Literacy
GDPR: Transfers of Data Outside of the EU
Working Remotely

GDPR

GDPR: Introduction and Overview
GDPR: Key Principles of the GDPR
GDPR: Transfers of Data Outside of the EU
GDPR: Navigating the GDPR with our US Partners
GDPR: GDPR for Data Handlers
GDPR: How to Comply With the GDPR in the US

HIPAA/HITECH

HIPAA/HITECH Privacy for Business Associates
HIPAA/HITECH Privacy for Covered Entities
HIPAA/HITECH Information Security

PCI Compliance

PCI Essentials for Cardholder Data Handlers and Supervisors
PCI Requirements Overview for I.T. Professionals
Privacy and Data Protection
Data & Records Retention

Human Trafficking Awareness Suite

Introduction to Human Trafficking
Countering Human Trafficking

Microsoft Office

Office 2016 coming soon!
Microsoft Office Access 2013
Microsoft Office Excel 2013
Microsoft Office Outlook 2013
Microsoft Office PowerPoint 2013
Microsoft Office Word 2013

Commercial Lending Program (In Partnership with Ensight)

Accounting
Cash Flow Analysis
Cash Flow Construction
Cash Flow Forecasting
Credit Write-up
Financial Statement Analysis
Guarantor Analysis
Loan Documentation
Loan Structuring
Sources of Repayment
Credit Skills Diagnostic Assessment

Consumer Lending Program (In Partnership with Ensight)

Following up on the Loan
Government Regulations and the Lending Process
Introduction to Consumer Credit
Investigating the Applicant—Part 1

Investigating the Applicant—Part 2
Making the Decision
Preventing Fraud
Processing the Loan
Taking the Loan Application
The Five Stage Lending Process
Credit Skills Diagnostic Assessment

Small Business Lending Program (In Partnership with Ensight)

Section 1: Understanding your Small Business Customer
Section 2: Accounting Basics
Section 3: Tax Returns and Legal Structure
Section 4: The Balance Sheet
Section 5: The Income Statement
Section 6: Combining the Balance Sheet and Income Statement
Section 7: Understanding Small Business Borrowing Needs
Section 8: Personal Financial Statements

Insight Advantage Program (In Partnership with Ensight)

Section 1: Introduction
Section 2: Cash Cycle and Financial Analysis Essentials
Section 3: Do your Homework
Section 4: Effective Sales Conversations
Section 5: Discovering Cash Management and Financing Needs
Section 6: Value Added Solutions and Effective Closing

Lending Compliance

A Borrower's Right to Privacy in a Mortgage Transaction - TP
Appraisal and Evaluation Interagency Guidelines
Collection Practices and Loan Workouts
Consumer Credit Products
Consumer Installment Loan Compliance Overview
Consumer Leasing Act: Regulation M
Consumer Lending Regulations
Credit Card Act of 2009: Amend Regulation Z
Equal Credit Opportunity Act: Regulation B
Equal Credit Opportunity Act: Regulation B - E3
Exploring Mortgage Servicing Rules
Exploring Small Servicer Mortgage Servicing Rules
FACT Act Overview
FACT Act Overview - E3
Fair Credit Reporting Act (FCRA)
Fair Credit Reporting Act - FCRA - E3
Fair Debt Collection Practices Act (FDCPA)
Fair Housing Act (FHA)
Fair Lending Overview
Fair Lending Overview - E3
Fair Lending Overview - Lending Staff - E3
Federal Regulation of Real Estate Appraisals
Financial Alternatives for Small Business
Flood Insurance
Home Mortgage Disclosure Act: Regulation C
Homeowners Protection Act of 1998 - PMI Act
Indirect Lending
Introduction to Credit Card Regulations
Lending on Commercial Real Estate
Loan Servicing Loss Mitigation
LS - Understanding SBA Eligibility
LS - Understanding SBA Loans
Managing OREO
Member Business Lending
Member Business Loan Compliance Overview
Military Lending Act - Credit Union
Plain and Simple - A Step-by-Step Guide to the New Integrated Disclosures
Private Education Loans (PEL): HEOA and Regulation Z
Real Estate Settlement Procedures Act: Regulation X
Servicemembers Civil Relief Act (SCRA)
Servicemembers Civil Relief Act (SCRA) - E3
Specific Program Guidelines: FHA, VA, USDA
The S.A.F.E. Act
The S.A.F.E. Act -E3
TILA - Beyond Basics - Certain Home Mortgage Loans
TILA - Closed-End Residential Real Estate Loans
TILA - Home Equity Lines of Credit (HELOC)
TILA - Installment Loans - Non-Real Estate Secured
TILA - Open-End Loans / Credit Cards
TILA - Unsecured Open-End Loans
Truth-in-Lending Act: Regulation Z
Unfair, Deceptive or Abusive Acts or Practices (UDAAP) for the Financial Institution
Uniform Residential Loan Application

Deposit Compliance

Deposit Compliance
Electronic Funds Transfer Act: Regulation E
Expedited Funds Availability Act: Regulation CC
FEDWIRE: Regulation J
GLB Privacy (No Opt Out)
GLB Privacy (Opt-Out)
Introduction to Compliance for Tellers for Credit Unions
Overdraft Protection Guidelines and Regulations
Regulation E Error Resolution
Reserve Requirements: Regulation D
Right To Financial Privacy Act (RFPA)
Truth in Savings, NCUA - Part 707
Truth in Savings: Regulation DD
UCC Revised Article 9 - Security Interests

Transaction Compliance

AML and SAR for Mortgage Lenders and Originators
AML for Lenders
AML for Member Service Representatives
AML for Operations
AML for Tellers
AML: What Are PEPs?
*Anti-Money Laundering (AML)
Anti-Money Laundering (AML) / Bank Secrecy Act (BSA) - E3
Anti-Terrorism - E3
*Anti-Terrorism Overview - Regulatory Compliance
*Bank Secrecy Act (BSA)
BSA for Deposit Operations Employees
BSA for Lenders
BSA for Member Service Representatives
BSA for Operations
BSA for Tellers
Beneficial Ownership
Check 21 Act Overview
Check Fraud
Check Kiting
Counterfeiting and Forgery
Countering Human Trafficking
Currency Transaction Reporting for Credit Unions
Currency Transaction Reports (CTRs) - E3
Customer Identification Program (CIP) - E3
Elder Financial Abuse
Elder Financial Abuse - E3
Financial Institution Regulation
Global Anti-Money Laundering Standards - E3
Introduction to Human Trafficking
Management Overview of the BSA and AML Program
Member and Enhanced Due Diligence (MDD/EDD)
*Member Identification Program (MIP)
Nonresident Alien
Office of Foreign Assets Control (OFAC)
Office of Foreign Assets Control (OFAC) - E3
Politically Exposed Persons - PEPs - E3
Reporting and Recordkeeping Requirements - E3
*Suspicious Activity Reporting (SAR) for Credit Unions



ONLINE COMPLIANCE COURSES (Credit Union)

Suspicious Activity Reporting (SAR) - E3
Suspicious Activity Reports - Red Flags for Lenders - E3
Suspicious Activity Reports - Red Flags for Tellers / CSRs / Operations - E3
Unlawful Internet Gambling Enforcement Act: Regulation GG
Wire Transfers

Retail Banking

Accepting Negotiable Instruments
Cash Handling Skills
Cash Management Services
Consumer Credit Lending Practices
Deposit Products and Services
Fraud at the Teller Station
Frauds and Scams
Handling Consumer Complaints
Handling Stop Payments
Health Savings Accounts
Home Banking and Bill Paying
Issuing Negotiable Instruments
Liquidity Management for Credit Unions
National Credit Union Share Insurance Fund (NCUSIF)
New Account Representative Training - Credit Union
Non-Deposit Investment Products
Opening a Member Account
Red Flags of Identity Theft
Remote Deposit Capture (RDC)
Referral Techniques for Non-licensed Employees
Robberies
Safe Deposit Boxes
Security of Member Information Guidelines
Trust Services
Understanding Compliance Regulations

Enterprise Risk Management and Compliance

Active Shooter / Critical Incidents in Financial Institutions
Advertising Compliance
Americans with Disabilities Act
Bank Bribery Act
Bomb Threats and Other Security Issues
Business Continuity and Disaster Recovery
CCPA
Change Management
Consumer Financial Protection Bureau - CFPB
Consumer Protection Through Accurate and Ethical Advertising - TP
General Data Protection Regulation (GDPR)
Guidelines for an Environmental Risk Program
HIPAA and COBRA for Financial Institutions
Interest Rate Risk Management
Limitations on Interbank Liabilities - Regulation F
Member Information Security Awareness (MISA)
Safeguarding Member Information - Gramm-Leach-Bliley
Telemarketing Consumer Fraud and Abuse Prevention Act
The Importance of Third-Party Vendor Management
Understanding the FFIEC Final Guidance on Social Media

Credit Unions Professional Knowledge

Advanced Financial Math
Analyzing Company Cash Flows
Annuities
Automated Clearing House (ACH)
Beginning Financial Math
Business Etiquette
Checking Accounts, Share Drafts and Other Transaction Products
Commercial Banks - An Introduction
Community Relations Programs
Delegation Skills
Direct Mail Marketing Techniques
Ethics for Credit Union Professionals
Evaluating Business Loans
Evaluating Financial Leases
Federal Reserve and Monetary Policy
Financial Markets
Fundamentals of Credit Unions I - The Financial System
Fundamentals of Credit Unions II - The Financial Institution
Future of Retail Banking
Greening the Office
Insurance Disclosures
Insurance Products
Loans and Credit
Local Promotion and Advertising Programs
Negotiation Skills
Office Safety
Products, Services and Financial Aspects of Credit Unions
Professional Business Dress - Men
Professional Business Dress - Women
Providing Service to Members with Disabilities
Retirement Planning Basics for Financial Planners
Strategic Planning for Credit Unions
U.S. Financial Institutions
Understanding Mutual Funds
Volunteers of Credit Unions

Board of Directors

BOD - Anti-Money Laundering for Directors and Senior Management
BOD - Bank Secrecy Act for Directors and Senior Management
BOD - Board Delegation of Operating Authority
BOD - Board's Role in Monitoring Performance
BOD - Financial Ratios for Credit Unions
BOD - Future of Credit Unions
BOD - Restructuring the Financial Services Industry
BOD - Strategic Planning for Credit Unions
BOD - Volunteers of Credit Unions
Governance of Credit Unions - NCUA Guidance

Refresher Series

Bank Secrecy Act Refresher
Electronic Funds Transfer Act: Regulation E Refresher
Equal Credit Opportunity Act: Regulation B Refresher
Expedited Funds Availability: Regulation CC Refresher
Fair Credit Reporting Act (FCRA) Refresher

ONLINE COMPLIANCE COURSES (Credit Union)

Fair Lending Overview Refresher
GLB Privacy Regulation P Refresher
Identity Red Flag Programs Refresher
Member Identification Program (MIP) Refresher
Office of Foreign Assets Control Act Refresher
Real Estate Settlement Procedures Act: Regulation X Refresher
Right to Financial Privacy Act (RFPA) Refresher
Truth in Lending Act: Regulation Z Refresher
Truth in Savings: Regulation DD Refresher
Unfair, Deceptive or Abusive Acts or Practices for the Financial Institution Refresher

Cybersecurity Fundamentals

A Day in the Life Theme: Security Awareness
Appropriate Use of Social Media
Defeating Social Engineers (Advanced)
Defeating Social Engineers (Standard)
Human Firewall Theme: Security Awareness and Literacy
PCI Essentials for Cardholder Data Handlers and Supervisors
Phishing
Protecting Mobile Data and Devices
Security Awareness Essentials
Strongest Link Theme: Security Awareness and Literacy

Mortgage Lender

[SS Eth] Anti-Discrimination in Mortgage Transactions
[SS Eth] Consumer Relationships
[SS Eth] Ethical Behavior of Consumers
[SS Eth] Ethical Conduct in the Appraisal Process
[SS Eth] Ethical Issues Related to Federal Lending Laws I
[SS Eth] Ethical Issues Related to Federal Lending Laws II
[SS Eth] Financial Responsibility
[SS Eth] Fraud Detection Techniques
[SS Eth] Fraud Detection, Reporting and Prevention
[SS Eth] Mortgage Fraud and Ethical Behavior
[SS Eth] Unfair, Deceptive, or Abusive Acts or Practices
[SS Fed] Ability to Repay and Qualified Mortgage Rules
[SS Fed] Dodd-Frank Act
[SS Fed] Equal Credit Opportunity Act
[SS Fed] E-Sign Act
[SS Fed] Fair and Accurate Credit Transactions Act
[SS Fed] Fair Credit Reporting Act
[SS Fed] Gramm-Leach-Bliley Act
[SS Fed] Home Mortgage Disclosure Act
[SS Fed] Homeowners Protection Act
[SS Fed] Identifying High-Cost Mortgages and Higher-Priced Mortgage Loans
[SS Fed] Mortgage Acts and Practices Rule
[SS Fed] Privacy Rules
[SS Fed] Real Estate Settlement Procedures Act - Part I
[SS Fed] Real Estate Settlement Procedures Act - Part II
[SS Fed] Regulatory Authority
[SS Fed] The Loan Originator Compensation Rule
[SS Fed] The S.A.F.E. Act
[SS Fed] The TILA-RESPA Integrated Disclosure (TRID) Rule – Part
[SS Fed] The TILA-RESPA Integrated Disclosure (TRID) Rule - Part II
[SS Fed] Truth-in-Lending Act - Part I

[SS Fed] Truth-in-Lending Act - Part II
[SS Fed] Truth-in-Lending Act - Part III
[SS Fed] USA PATRIOT Act and Bank Secrecy Act
[SS Gen] Conventional Mortgages
[SS Gen] Guidances
[SS Gen] High-Cost Mortgage Loans
[SS Gen] Higher-Priced Mortgage Loans
[SS Gen] Mortgage Loan Products
[SS Gen] Mortgage Loan Terms
[SS Gen] Non-Conforming Mortgages
[SS Gen] Other Loan Products I
[SS Gen] Other Loan Products II
[SS Gen] Qualified and Non-Qualified Mortgage Programs
[SS Gen] Reverse Mortgages
[SS Gen] VA and USDA Loans
[SS LO] Ability to Repay and Qualified Mortgages
[SS LO] Adjustable-Rate Mortgage Loans
[SS LO] Analyzing Borrower Qualifications
[SS LO] Appraisals
[SS LO] Borrower Credit Qualifications
[SS LO] Completing the Loan Application
[SS LO] Disclosures
[SS LO] Funding and Servicing
[SS LO] Mortgage Calculations
[SS LO] Mortgage, Hazard and Flood Insurance
[SS LO] Qualifying Ratios
[SS LO] The Closing Process
[SS LO] The Title Process
[SS LO] Underwriting Review
[SS LO] Verification and Documentation

Consumer Lending and Financial Knowledge

Analyzing Personal Financial Statements
Consumer Credit Lending Practices
Credit Reports, Scores and Counseling and Debt Management
Escrow Accounts and Disclosures
High-Cost Mortgages (HOEPA)
Home Equity (Open End Credit)
IRS Reporting for Real Estate Transactions
Mortgage Fraud Awareness
Private Mortgage Insurance
Underwriting Home Mortgages

Diversity and Inclusion

DI - Age
DI - Barriers to Diversity
DI - Cross-Cultural Business
DI - Cultural Diversity
DI - Defamation
DI - Defamation for Managers
DI - Discrimination
DI - Discrimination for Managers
DI - Diversity Awareness
DI - Documentation
DI - Documentation for Managers
DI - Drug-Free Workplace Program
DI - Employees with Disabilities

DI - Employees with Disabilities for Managers
DI - Gender
DI - Harassment
DI - Harassment for Managers
DI - Language
DI - Marital Status
DI - Race, Color and Nationality
DI - Religion
DI - Retaliation
DI - Retaliation for Managers
DI - Combating Sexual Harassment (New York State)
DI - Combating Sexual Harassment (New York City)
DI - Sexual Harassment for Non-Supervisors - CA
DI - Sexual Harassment for Supervisors - CA
DI - Sexual Harassment
DI - Sexual Harassment Refresher
DI - Sexual Harassment for Supervisors and Managers
DI - Sexual Orientation
DI - Stereotypes and Assumptions
DI - Veteran Status
DI - Violence and Bullying in the Workplace
DI - Workplace Inclusion

Member Information Security Awareness (CISA)

MISA - 01 - Security System Issues
MISA - 02 - Passwords
MISA - 03 - Internet Banking Security
MISA - 04 - Securing Member Information
MISA - 05 - Securing Nonpublic Areas
MISA - 06 - Information Disposal
MISA - 07 - PINs
MISA - 08 - Member Requests
MISA - 09 - Interactive Voice Response Systems
MISA - 10 - Clean Desk Policy
MISA - 11 - Media and Equipment
MISA - 12 - Network Component Security
MISA - 13 - Data Encryption Standards
MISA - 14 - Remote Access Standards
MISA - 15 - Laptop and PDA Security
MISA - 16 - Intrusion Detection and Firewall Security
MISA - 17 - Virtual Private Network Security
MISA - 18 - Computer Room Security
MISA - 19 - File Backup and Storage
MISA - 20 - PC Software Controls
MISA - 21 - Virus and Spyware Prevention
MISA - 22 - Incident Response Program
MISA - 23 - Social Engineering
MISA - 24 - Social Media

Leadership in Management

LE1 - Introduction to Management Basics
LE2 - Time Management
LE3 - Business Writing
LE4 - How to Lead and Participate Effectively in Meetings
LE5 - Coaching and Feedback
LE6 - Leading People Through Change
LE7 - Handling Conflict

LE8 - Sharpening Your Interviewing Skills
LE9 - Managing Multiple Generations at Work
LE10 - Introduction to Project Management Concepts

Member Services

Member Service
REAL Customer Service 1 - Showing Customers You Care
REAL Customer Service 2 - Using Language to Serve the Customer
REAL Customer Service 3 - Opening the Conversation
REAL Customer Service 4 - Diagnosing Customer Needs
REAL Customer Service 5 - Responding to Customer Requests
REAL Customer Service 6 - Taming Challenging Conversations
REAL Customer Service 7 - That's a Wrap - Closing the Conversation
Teller Member Service Standards

Sales Experiences

Cross-Selling for Credit Unions
REAL Sales 1 - The Other Side of Service
REAL Sales 2 - Adding Value Through Cross-Selling
REAL Sales 3 - Adding Value Through Up-Selling
REAL Sales 4 - Overcoming Resistance

Retirement Management

Education Savings Accounts / Coverdell Education Savings Accounts
Excess IRA Contributions
IRA Beneficiary Options
IRA Contributions
IRA Distributions
IRA Required Minimum Distributions
IRA Rollovers, Transfers and Direct Rollovers
Retirement Planning and Saving
Retirement Readiness
Roth IRA Overview
SIMPLE IRA Basics
Simplified Employee Pension (SEP) Plans
Traditional IRA Overview
Ways to Build Wealth

BSA & AML Case Studies

AML Lenders "Did You Do These Yourself?"
AML Lenders "I've Got Friends in High Places!"
AML Lenders Collateral
AML Lenders Me and My Shadow
AML Lenders The French Connection
AML MSR "Is There a Mechanic in the House?"
AML MSR Candelais Industries
AML MSR Do Not Open Until...
AML MSR The Temporary Holding Pattern
AML Ops "What's My Line?"
AML Ops The Pay Off
AML Ops What Kind of Laundry Operation Are You Running?
AML Ops Who Do You Know in the Caymans?
AML Ops Wire You, Wire Me
AML Tellers "Do You Have 30 \$100's for 150 \$20's?"
AML Tellers Little Blue Men
AML Tellers Martino's Tavern and Bank
AML Tellers Wonder Construction



ONLINE COMPLIANCE COURSES (Credit Union)

AML Tellers You're in the Money
BSA Lenders - What City, Please?
BSA Lenders - What Will They Think of Next?
BSA Lenders - What's in The Box?
BSA MSRs - Hello, Stranger.
BSA MSRs - There's Gotta be a Better Way!
BSA MSRs - College Daze
BSA MSRs - Is It or Isn't It?
BSA MSRs - The Owl's Cry
BSA Ops - Coupon Redemption
BSA Ops - Ghost in The System
BSA Ops - Larry's Food Mart or Larry's Laundry?
BSA Ops - Miguel's Discovery
BSA Tellers - A Little Knowledge is Dangerous
BSA Tellers - Business Is Booming
BSA Tellers - Connect the Dots
BSA Tellers: What Are Friends For?
BSA / AML for Trust
BSA / AML for Trust - Non-Profit or Not
BSA / AML for Trust - Wire the Money to Bolivia

Personal Productivity

Personal Productivity - Introduction
Personal Productivity - Goal and Task Prioritization
Personal Productivity - Block Scheduling
Personal Productivity - Slush Time Management
Personal Productivity - Leveraging Time
Personal Productivity - How to Delegate
Personal Productivity - Planning Your Schedule
Personal Productivity - Managing Your Schedule
Personal Productivity - Email Management
Personal Productivity - Energy Management
Personal Productivity - Series Summary

Impactful Communication

Impactful Communication - Series Introduction
Impactful Communication - Setting Proper Expectations
Impactful Communication - Communication Rules
Impactful Communication - Keys to Successful Emails
Impactful Communication - Graduated Learning
Impactful Communication - Effective Listening
Impactful Communication - Assertive Behavior
Impactful Communication - Healthy Conflict
Impactful Communication - Intro to Public Speaking
Impactful Communication - Series Summary

Dynamic Leadership

Dynamic Leadership - Introduction
Dynamic Leadership - Key Leadership Qualities
Dynamic Leadership - Developing Trust
Dynamic Leadership - Creating Buy In
Dynamic Leadership - Communicating Why
Dynamic Leadership - Key Training Principles
Dynamic Leadership - Effective Meetings
Dynamic Leadership - Coaching to Peak Performance
Dynamic Leadership - Employee Development Planning

Dynamic Leadership - Accountability Meetings
Dynamic Leadership - Series Summary

Prescriptive Selling

Prescriptive Selling - Introduction
Prescriptive Selling - Goal and Metric Planning
Prescriptive Selling - Probing for Needs
Prescriptive Selling - Matching Benefits
Prescriptive Selling - Building Urgency
Prescriptive Selling - Situational Selling
Prescriptive Selling - Next Step Selling
Prescriptive Selling - Trial Closing
Prescriptive Selling - Objection Handling
Prescriptive Selling - Upselling
Prescriptive Selling - Series Summary

Directors Education Series

Asset Liability Management: Advanced Practical Applications
Asset Liability Management Nuts and Bolts
Audit Committee Structure and FDICIA Requirements for Committee Makeup
Blockchain - Just the Basics
Board Committee Composition
BSA Update
BSA, AML and CDD: Beneficial Ownership Rules
BSA / AML Developments and Expectations
Business Continuity and Disaster Recovery Planning
CFPB Compliance
Commercial Real Estate Cycles: Where are We Today?
Community Reinvestment Act: Achieving a Solid Rating
Compliance Management Systems: DOJ's Evaluation
Compliance Oversight Responsibilities
Creating a Culture of Cybersecurity
Cybercrime in Banking
Cybersecurity Impacts on Strategic Planning
Cybersecurity in Mergers and Acquisitions
Cybersecurity Regulatory Update
Deposit Regulation Update
Economic Growth, Regulatory Relief and Consumer Protection Act
Fair and Responsible Banking
Fair Lending: Priorities and Enforcement Trends
Financial Statement Overview
Flood Insurance Principles
Harassment Liability and Establishing a Respectful Workplace
Harassment Liability - Effective Policy and Duty of Care
Home Mortgage Disclosure Act
Navigating the Regulatory Environment
New HMDA Rules: Requirements and Challenges
Purpose, Function and Operations of Banks
Regulation O Review
Successful Strategic Planning
The Art of Onboarding Leaders
The Five Pillars of a BSA/AML Program
The Risks of Combining ERM and Audit Committees
UDAAP
Understanding Loan Pricing: More Than Just Matching the Competition

Foreign Branch Office

FBO - Anti-Boycott
FBO - Anti-Money Laundering (AML)
FBO - Bank Bribery Act
FBO - Bank Secrecy Act for Foreign Branch Offices
FBO - Embassy and Foreign Consulate Accounts
FBO - Expedited Funds Availability Act - Regulation CC
FBO - Foreign Correspondent Bank Accounts
FBO - Member Identification Program (MIP)
FBO - Office of Foreign Assets Control (OFAC)
FBO - Trade Finance Fraud
FBO - Wire Transfers

OnCourse Unplugged

Unplugged: Anti-Money Laundering
Unplugged: BSA/AML Overview
Unplugged: BSA/AML Program
Unplugged: Currency Transaction Reports
Unplugged: Equal Credit Opportunity Act
Unplugged: Fair Housing Act
Unplugged: Fair Lending Overview
Unplugged: Home Mortgage Disclosure Act
Unplugged: Identity Theft Program
Unplugged: Identity Theft Red Flags
Unplugged: Know Your Customer
Unplugged: OFAC
Unplugged: Phishing
Unplugged: Privacy
Unplugged: Social Engineering
Unplugged: Suspicious Activity Reports

Cybersecurity Starter

Phishing
Security Awareness Essentials

Cybersecurity Advanced

A Day in the Life Theme: Security Awareness
A Day in the Life Theme (with Adaptive TestOut/Analytics)
Appropriate Use of Social Media
Baseline Information Security Training for IT Professionals
Cloud Security
Data and Records Retention
Defeating Social Engineers (Advanced)
Defeating Social Engineers (Standard)
Email Security and Instant Messaging Security
GDPR: GDPR for Data Handlers
GDPR: How to Comply With the GDPR in the US
GDPR: Introduction and Overview
GDPR: Key Principles of the GDPR
GDPR: Navigating the GDPR with our US Partners
GDPR: Transfers of Data Outside of the EU
Human Firewall Theme (with Adaptive TestOut/Analytics)
Human Firewall Theme: Security Awareness and Literacy
Incident Reporting
Information Security for Executives
"Internet of Things" (IoT) and Home Security
Introduction to the OWASP Top 10

Password Management
PCI Essentials for Cardholder Data Handlers and Supervisors
PCI Requirements Overview for I.T. Professionals
Phishing
Physical Security
Privacy and Data Protection
Privileged User Security
Protecting Mobile Data and Devices
Security Awareness Essentials
Security Awareness for Managers
Security Awareness for the Home
Security Awareness Fundamentals Theme (with Adaptive TestOut/Analytics)
Strongest Link Theme (with Adaptive TestOut/Analytics)
Strongest Link Theme: Security Awareness and Literacy
Working Remotely

GDPR

GDPR: Introduction and Overview
GDPR: Key Principles of the GDPR
GDPR: Transfers of Data Outside of the EU
GDPR: Navigating the GDPR with our US Partners
GDPR: GDPR for Data Handlers
GDPR: How to Comply With the GDPR in the US

HIPAA / HITECH

HIPAA/HITECH Privacy for Business Associates
HIPAA/HITECH Privacy for Covered Entities
HIPAA/HITECH Information Security

PCI Compliance

PCI Essentials for Cardholder Data Handlers and Supervisors
PCI Requirements Overview for I.T. Professionals
Privacy and Data Protection
Data and Records Retention

Commercial Lending Program

Accounting
Cash Flow Analysis
Cash Flow Construction
Cash Flow Forecasting
Credit Skills Diagnostic Assessment
Credit Write-up
Financial Statement Analysis
Guarantor Analysis
Loan Documentation
Loan Structuring
Sources of Repayment

Consumer Lending Program

Credit Skills Diagnostic Assessment
Following up on the Loan
Government Regulations and the Lending Process
Introduction to Consumer Credit
Investigating the Applicant - Part 1
Investigating the Applicant - Part 2
Making the Decision

Preventing Fraud
Processing the Loan
Taking the Loan Application
The Five Stage Lending Process

Small Business Lending Program

Section 1: Understanding your Small Business Customer
Section 2: Accounting Basics
Section 3: Tax Returns and Legal Structure
Section 4: The Balance Sheet
Section 5: The Income Statement
Section 6: Combining the Balance Sheet and Income Statement
Section 7: Understanding Small Business Borrowing Needs
Section 8: Personal Financial Statements

Insight Advantage Program

Section 1: Introduction
Section 2: Cash Cycle and Financial Analysis Essentials
Section 3: Do Your Homework
Section 4: Effective Sales Conversations
Section 5: Discovering Cash Management Financing Needs
Section 6: Value Added Solutions and Effective Closing

Insight Advantage Program

Section 1: Introduction
Section 2: Cash Cycle and Financial Analysis Essentials
Section 3: Do Your Homework
Section 4: Effective Sales Conversations
Section 5: Discovering Cash Management Financing Needs
Section 6: Value Added Solutions and Effective Closing



“New” Online Accelerated Credit and Lending Training Program

CBE = Competency-Based Education

New Cohort - Spring 2021!

Pre-requisites:

- ✓ 3 to 5 Years of Banking Experience
- ✓ Taken Financial Accounting
- ✓ Bank or Institution’s Letter of Recommendation
- ✓ Resume & Entrance Review

At the completion of the program, the CBE learner will have a solid foundation leading to endless career opportunities and professional growth in credit policy and administration, credit analysis, business development and commercial lending.

The Accelerated Credit Program is designed to assess students on their mastery of the competencies and skills necessary for a successful career in financial services. This program accelerates the leadership and professional development of individuals identified by senior managers as having the potential to assume positions in credit and business lending with increased responsibilities or mid-level management. The program provides the participant with an exceptional opportunity for higher level study and professional growth.

Upon successful completion of the program, the CBE learner will receive two college credit certificates, the ABA Business & Commercial Lending Certificate & the CFT Credit Analysis Certificate.