



AIB COMMERCIAL LENDING DIPLOMA

NAME _____

DATE _____

This curriculum is well suited to new commercial lenders, and those individuals in lending support positions and management trainees. The curriculum addresses broad banking comprehension, financial accounting, commercial lending and credit analysis, product knowledge — both credit and deposit products for small businesses — legal and regulatory issues, and a number of other topics that support the overall business relationship.

Required Courses

You must complete the following courses. Those titles with an asterisk (*) may be met by transfer credit from an accredited college or university. Each course transferred must be taken for a minimum of 3 credits.

Grade	Course	Delivery Options			
	AIB Principles of Banking				
	AIB Analyzing Financial Statements*				
	AIB Commercial Lending				
	Credit Products for Small Business Customers				
	Dealing Effectively with Co-workers				
	Deposit Products for Small Businesses				
	Ethical Issues for Bankers				
	AIB Financial Accounting*				
	AIB Law and Banking: Principles				
	Managing Time at Work				
	Presentation Skills				
	Relationship Selling to Small Business Customers				
	Servicing & Growing Small Business Relationships				

The AIB Commercial Lending Diploma meets the pre-certification education requirements for the Certified Lender Business Banking (CLBB) designation through the Institute of Certified Bankers (ICB).

AIB Diploma Code: 11



Visit www.aba.com/training, call **1-800-BANKERS** or contact your Local ABA Training Provider for more information.