

## Consumer Lending: U.S. Edition

BUILD AN UNDERSTANDING OF CONSUMER CREDIT, FROM APPLICATION TO DOCUMENTATION



DURATION

12 - 15 hours



DELIVERY CHANNEL

eLearning

*Skills Application Lab  
Available*



### Course Modules:

- 1 Assessing the Credit Opportunity
- 2 Repayment Source Analysis
- 3 Verifying Income with Tax Returns
- 4 Home Equity Lending
- 5 Making the Credit Decision
- 6 Documenting and Managing the Loan

### Optional: Consumer Lending Regulations

Lending Regulations, Part 1

Lending Regulations, Part 2

### COURSE OVERVIEW & BENEFITS

Skillfully navigating the highly regulated retail lending environment requires a thorough understanding of the borrower's needs, the solutions you can offer to meet them and the steps you must take to properly evaluate and document the loan.

Consumer Lending: U.S. Edition is a comprehensive course that teaches customer-facing staff and underwriters a systematic approach for evaluating requests for secured, unsecured and home equity loans.

It begins by teaching participants how to determine whether a request is within policy and reasonable, and how to explore the applicant's needs to be certain they've requested the appropriate type of financing.

Participants then learn how to evaluate the borrower's income and use personal tax returns to verify income from non-salary sources, including investments, rental properties, farms, sole proprietorships and ownership interests in partnerships and S corporations. Finally, they learn the steps to take to synthesize the information they've gathered and structure a sound, properly documented loan that includes the appropriate security.

Consumer Lending Regulations is also available to participants enrolled in Consumer Lending: U.S. Edition. This optional, two-module add-on provides an overview of the legislation that impacts the consumer lending process. (Note that Consumer Lending Regulations is designed to supplement, not replace, formal compliance training.)

### LEARNING OBJECTIVE

Develop the core skills necessary to evaluate retail credit requests, recommend appropriate solutions and document and manage consumer loans.

### COMPETENCIES GAINED

#### Participants will be able to:

- Identify and gather the documentation needed to assess a consumer credit request
- Evaluate a borrower's credit history and repayment capacity
- Verify a borrower's income using tax returns and other sources of information
- Select the best type of consumer credit for the request
- Identify potential risks to repayment
- Identify the appropriate collateral to secure the loan
- Properly document various types of loans, including home equity, vehicle, boat and savings-secured loans

### TARGET AUDIENCE

Consumer Lending is suitable for anyone who evaluates retail credit requests, including consumer lenders, personal bankers, branch managers and consumer credit underwriters.

Contact us for more information at: [elarning@moodys.com](mailto:elarning@moodys.com)