



DURATION

10 – 12 hours



DELIVERY CHANNEL

eLearning

Skills Application Lab
also available.

MODULES

1. Personal Financial Statement Analysis
2. Personal Tax Return Analysis

Understanding Personal Cash Flow

LEARN TO EVALUATE HIGH-NET-WORTH BORROWERS

OVERVIEW

When a high-net-worth borrower's – or guarantor's – financial situation is complex, you must be able to navigate their personal financial statements and tax returns to form an accurate picture of their cash inflows and outflows.

Understanding Personal Cash Flow – ideal for wealth managers, private and personal bankers, consumer lenders, and small business lenders – explores the intricacies of using personal financial statements and tax returns to identify assets and liabilities and locate, evaluate, and calculate cash flow.

The first module, *Personal Financial Statement Analysis*, teaches participants how to assess the borrower's overall financial health by verifying and evaluating assets and liabilities, examining contingent liabilities, and adjusting the borrower's personal financial statement to reflect the lender's more-realistic valuations.

The second module, *Personal Tax Return Analysis*, teaches participants how to use an individual's tax return and related K-1s to identify true cash inflows and outflows, and eliminate the noncash pass-throughs that can cloud the evaluation of cash flow.

This course is replete with hands-on exercises that encourage participants to apply what they've learned so that they exit training ready to immediately transfer new skills to their job.

LEARNING OBJECTIVE

Learn how to use personal financial statements and tax returns to identify and evaluate the cash inflows and outflows of borrowers and guarantors.

PROFICIENCY GAINS

- Assess personal financial statements and identify assets that could serve as collateral.
- Adjust a borrower's balance sheet to more accurately reflect liquidity, leverage, and net worth.
- Evaluate a borrower's personal tax return and K-1s to determine cash, noncash, and pass-through items.
- Reduce risk in lending transactions involving high-net-worth individuals.

TARGET AUDIENCE

- Wealth managers
- Personal and private bankers
- Business lenders and underwriters who evaluate high-net-worth borrowers and guarantors