

# ABA Business Banking & Commercial Lending Diploma

**Total  
Diploma Price\***  
**\$2,845**

## Training You Can Depend On!

How well your staff is trained impacts your bank's performance. That's why so many banks turn to ABA, the leader in bank training. Courses are available whenever and wherever your staff needs them.

ABA certificates and diplomas have long been recognized industry-wide.

Either as stand-alone courses to meet immediate needs, or as important initial steps along a financial services career path, ABA offerings enhance the skills of your staff and your organization's position in the marketplace.

For more information on ABA diploma programs, contact the MBA's Member Services at 410-269-5977.

The ABA Business Banking & Commercial Lending Diploma Page Content is designed for small business bankers, new commercial lenders, and those individuals in lending support positions, and management trainees. The courses address 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 like relationship selling and presentation skills that support the overall business relationship.

### Required Courses

Students must successfully complete the following courses.

Course	Recommended Delivery Method	Current Price*
Principles of Banking	Instructor-Led Online	\$500
Evaluating & Structuring Commercial Loans - <b>OR</b> - Analyzing Financial Statements - <b>AND</b> - Commercial Lending	Self-paced Online Instructor-Led Online Instructor-Led Online	\$600 (OR \$550 AND \$550)
Credit Products for Small Business Customers	Self-paced Online	\$95
Deposit Products for Small Businesses	Self-paced Online	\$95
Ethical Issues for Bankers	Self-paced Online	\$95
General Accounting	Instructor-Led Online	\$600
Law and Banking: Principles	Instructor-Led Online	\$575
Presentation Skills	Self-paced Online	\$95
Relationship Selling to Small Business Customers	Self-paced Online	\$95
Servicing & Growing Small Business Relationships	Self-paced Online	\$95

\*Prices are subject to change. Prices reflected in this flyer are effective as of 9/1/16 and apply to MBA Members only. The total Diploma price for non-members is \$3,730.

## **Delivery Methods**

A variety of delivery methods are available, however the current recommended methods are listed. The availability depends on the specific course.

**Instructor-Led Online**—These traditional online courses offer flexibility, but give you the support of an instructor and student network. Students complete assignments within a set timeframe.

**Self-paced Online**—These short and fast courses are easily completed in as little as a few hours, using self-check quizzes.

**Classroom**—Courses are occasionally offered through local Community Colleges or through in-bank training.

## **FAQ**

*How do I register for the courses?*

Students may register online through the Maryland Bankers website at [www.mdbankers.com](http://www.mdbankers.com), faxing a registration form or by emailing [mdbankers@mdbankers.com](mailto:mdbankers@mdbankers.com).

*How long does it take to complete this diploma?*

It's up to you and depends on how often the classes are offered. Typically, the diploma can be completed in less than one year.

*How many classes can I take at one time?*

Also, up to you. To balance with work, family and study, we recommend that students take no more than two instructor-led online courses at one time.

*Are any of the courses reciprocal for college credit?*

Yes, 12 of the ABA Instructor-led online courses have been recommended for college credit. Alternatively, any of your previous college coursework is eligible for review toward ABA diplomas.

*Other questions?*

Contact the MBA's Member Services, at (410) 269-5977 or by email at [mdbankers@mdbankers.com](mailto:mdbankers@mdbankers.com).

