

## Lending

### Overview:

As member needs continue to shift, not only has the composition of the loan portfolio diversified, but also the components that make up the portfolio.

Known for looking out for the best interests of their members, credit unions need to continue adapting their offerings to ensure they make available the products that their members need. The CUtv “Lending” channel features webinars containing market analysis of the latest lending trends along with the best practices credit unions are using to grow their loan portfolio.

### Audience:

This channel appeals to all staff responsible for growing products through increased loan volume.

This channel meets the specific interests and needs of:

**CEOs**

**CFOs**

**CLOs**

**Loan Managers**

### ■ ■ ▶ Examples of Past Webinars

Getting an Education in Private Student Lending: How Credit Unions are Seizing the Opportunity

3 Models for Achieving Business Lending Success

Achieving Solid Auto Loan Growth in a Troubled Market

Wisely Managing Your Real Estate Portfolio's Risks and Opportunities

### Topics:

- Member Business Lending
- New and Used Auto Loans
- Credit Cards
- Student Lending
- SubPrime Lending
- FHA
- Mortgage Originations
- Payment Systems

### Strategic Objectives:

- What are the latest trends in lending?
- How can credit unions continue their recent momentum in mortgage lending to seize today's opportunities?
- Why is now such a good time for credit unions to get involved in student lending?
- How can your credit union drive auto lending growth?



To learn how CUtv can help your credit union:

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Or call 800-446-7453

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