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## TeleCourse: April 7, 2010 Financial Counseling for Loan Officers

**11:00 a.m. – 1:00 p.m. EST**  
**Speaker: Rick Menton**

In a challenging economy credit union members may need extra help managing their finances. It is important for today's loan officers to have a basic financial counseling model handy to help members establish or re-establish good credit histories, streamline their financial management, and ease their cash flow crunch.

This TeleCourse addresses

- Today's challenging environment.
- Why "financial counselor" should be in every loan officer's job description.
- Serving and lending to different segments.
- Discussing credit reports with members.
- Using a financial counseling model.

Speaker: Rick Menton is President of Menton Consulting, Inc. His consulting practice focuses on providing credit unions with strategic management and planning facilitation, project management assistance, executive recruitment, and seminar and workshop presentations. Prior to forming Menton Consulting, Inc., he spent 23 years with the Minnesota and Oklahoma Credit Union Leagues in senior management positions.

**Location: Via Telephone** (11:00 a.m. to 1:00 p.m. EST)

**Educational Investment:** \$159.00 per telephone connection. *Unlimited Listeners and Free Audio Archive*

**\*\*\*\*You must be registered for this session to hear the audio-recorded version and receive handouts.\*\*\*\***

**AUDIO ARCHIVE!** Can't tune in today? This session will be available on-line for **30** days after activation.

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**To enroll**, you may complete and fax our **General Registration Form** (found on the Web site) or **send an Email to [mzelinsky@njcul.org](mailto:mzelinsky@njcul.org)**. Please include Participant Name(s) and Cost to your credit union.

If you have any additional questions, please do not hesitate to contact the Education and Training Department at 609-448-2426 x100.