



Get More Mileage Out of Quick Bite  **EDGE**

• Education • Development • Growth • Essentials

Quick Bite: December 2, 2010 Member Business Loans

11:00 a.m. – 12:00 p.m. EST
Speaker: Robert Rutkowski

This seminar will help participants make a business lending program work for their credit union. It will cover the essential rules governing member business loans for Federal credit unions and offers tips and guidelines on how to start an MBL program. The speaker will discuss policy guidelines, traps and pitfalls to avoid.

What you will learn

- Guidance as to implementing an MBL program.
- Assistance in developing a sound member business loan policy.
- Classification of MBLs.
- Collateral and security requirements

Audience- Loan officers and managers, CEOs, compliance officers, tellers (cross selling)

Speaker: Robert Rutkowski is a partner in the Brooklyn Heights, Ohio office of Weltman, Weinberg & Reis Co., L.P.A. (WWR) and manages the firm's Credit Union department and the Corporate & Financial Services practice group. Mr. Rutkowski obtained his B.A. from the University of Akron in 1988 and his J.D. from the Case Western Reserve University School of Law in 1991. A member of the American, Ohio State, Lake County and Cleveland Bar Associations (former Cleveland Board Trustee), Mr. Rutkowski is licensed in Ohio. He is admitted to practice before the U.S. District Court (Northern District of Ohio). Mr. Rutkowski served on the Board of Directors for the Lake County Educational Federal Credit Union for 4 ½ years. He is a frequent lecturer on legal issues for credit unions and has served as a speaker for the Credit Union National Association (CUNA), the National Association of Federal Credit Unions (NAFCU) and most recently, the Credit Union Executives Society (CUES), where he leads a series of informational webinars. Mr. Rutkowski has been published in Credit Union Magazine, Credit Union Management Magazine and The Cleveland Bar Journal and is the Producer and Co-host of the Current Issues in Credit Unions podcast.

Location: Via Telephone (11:00 a.m. to 12:00 p.m. EST)

Educational Investment: \$109.00 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.

To enroll, you may complete and fax our **General Registration Form** (found on the Web site) or **send an Email to 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.