

American Institute of Banking (AIB) Bank Service Provider Certificate

Prepare your organization to be
the banking industry's *preferred choice*.

As a provider of services to the banking industry, it's essential that your employees establish credibility with clients by demonstrating a clear understanding their business and needs.

With our unparalleled industry resources, ABA Professional Development is the first organization your banking clients turn to for professional training solutions. We are also **your** training resource to maximize your employees' potential in this important market.

The **AIB Bank Service Provider Certificate**, offered through the American Institute of Banking (AIB), provides a solid foundation of banking industry knowledge, as well as key terminology, concepts and an overview of the banking regulatory environment. Best of all, the AIB Bank Service Provider Certificate is a highly flexible and cost effective eLearning-based training solution that is completed at each student's pace, without the need for travel.

The **AIB Bank Service Provider Certificate** includes the following courses:

- Banking Today
- Understanding Bank Products
- Fundamentals of Consumer Lending
- Fundamentals of Small Business Banking
- Fundamentals of Mortgage Lending
- Ethical Issues for Bankers
- Regulatory Compliance for Personal Bankers

Banking Today provides an orientation to the principles, concepts and operations of the banking industry which is ideal for those selling to banks.

Understanding Bank Products gives students an overview of the products and services offered by banks to meet the needs of consumers and small businesses.

Fundamentals of Consumer Lending provides an overview of the consumer lending function including the categories of consumer credit, credit decision making, the application process and the importance of key consumer lending regulations.



Fundamentals of Small Business Banking discusses the characteristics of the small business market, reviews business legal structures and operating cycles as they relate to the need for banking products and services.

Fundamentals of Mortgage Lending provides a broad overview of mortgage lending including the importance of mortgage lending to banks, loan origination, underwriting, the secondary market and loan servicing.

Ethical Issues for Bankers prepares students to meet the ethical standards expected of financial services professionals - important to those working in the industry.

Regulatory Compliance for Personal Bankers provides a broad overview of the key regulations that banks need to comply with in the areas of privacy, security, deposits, ethics, fair lending, truth in lending, equal treatment and real estate.

Earn a credential Bankers know..... *and respect.*

The **AIB Bank Service Provider Certificate** provides your employees with an industry recognized credential that demonstrates they understand today's banking industry – helping you better understand industry needs, build stronger customer relationships, and create enhanced revenue opportunities.

For more information on the AIB Bank Service Provider Certificate or other ways ABA can help tailor a banking industry training program for you or your team, please contact Jim Edrington at 202 663 5490 or jedringt@aba.com.

***Improving the performance of banks by
Improving the performance of bankers.***

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Leading banking knowledge. Leading bank performance.

