

SCHOOL OF
COMMERCIAL
LENDING | 2025

 June 8-12, 2025

 Penn Stater Conference
Center
State College, Pa.

 Member: \$3,250
Affiliate Member: \$3,750
Non-Member: \$4,875

Gain a Broad-Based Understanding of Commercial Lending & Business Development

Ideal for individuals looking to attain well-rounded business development and/or commercial lending skills, the School of Commercial Lending allows students to dive into business development, credit structuring, the practical application of commercial lending knowledge, and client and internal communication.



LEARN MORE

Contact:

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WHO SHOULD ATTEND

- Commercial lenders
- Branch managers
- Credit analysts



PRE-REQUISITES

- High school diploma
- Two or more years of commercial lending and/or credit analysis experience



CREDITS

This program has been submitted for CPE credits.

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HELPFUL HINTS

The success of the School of Commercial Lending relies on active engagement from all participants. Here are a set of helpful hints to follow to ensure we have a smooth, successful experience:

ITEMS NEEDED FOR CLASS

You will need a laptop or tablet for use during class. PA Bankers has gone paperless, so nothing will be printed and distributed. You are also asked to have access to some type of calculator, although the one on your phone will be sufficient. Your laptop\tablet must be able and allowed to connect to the hotel's public Wi-Fi. If you are using a company laptop\tablet, verify the connection ability with your IT Dept before arriving at school.

PREPARE FOR CLASS

Familiarize Yourself With the School Portal - All of your class materials will be located here in addition to other important documents. You will need to have all required class materials opened or printed in front of you in order to follow along and take notes.

GET TO KNOW YOUR CLASSMATES AND INSTRUCTORS

Review the faculty and student pages. Feel free to reach out to your classmates prior to your arrival at the Penn Stater.

ATTEND EACH SESSION

Attendance is required at all classes and will be factored into your final grade. Morning sessions begin promptly at 8 a.m. In order to be considerate to classmates and instructors, please be on time.

FILL OUT EVALUATIONS

At the end of each day, we kindly ask you to log in to your portal page to complete the evaluations. Your feedback is important to us.

DRESS CODE

Dress code is casual. Jeans and shorts are acceptable; however, tank tops, short shorts, clothing with offensive logos or bare midriffs are not appropriate during scheduled school events. Hotels are notoriously chilly, and it is recommended that you dress in layers in order to remain comfortable.

MEALS

Coffee/beverages, morning breaks, lunches and afternoon breaks will be provided by the school. For planning purposes, Monday-Thursday daily breakfasts and dinners will be on your own., with the exception of Monday evening, when we will have a class BBQ. FYI - the morning breaks usually provide fruit, yogurt and assorted muffins and pastries.

ACCOMMODATIONS

Your registration fee includes a room at the Penn Stater. The room will be in your name, and check-in is after 4 p.m.

ON-SITE CONTACT

Please contact [Jackie Catalano, jcatalano@pabankers.com](mailto:jcatalano@pabankers.com) or (717) 497-8818, with any questions.