

**LENDING, Just Like The FUTURE,
Ain't What It Use To Be!
(PART I)**

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LENDING

(Consumer - - Commercial - - Mortgage - - Credit Cards)

PAST

1.

2.

3.

4.

5.

6.

7.

TODAY

1.

2.

3.

4.

5.

6.

7.

FUTURE

1.

2.

3.

4.

5.

6.

7.

Use the scale below to Rate the Effectiveness of LENDING in your organization today

Ineffective

Average

Highly Effective

1

2

3

4

5

6

7

8

9

10

Rationale for your Rating:

The CRITICAL LENDING ISSUES My Organization Faces in 2010-2011-2012 are...

Consumers

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

Mortgage

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

Credit Cards

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

Commercial

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

**If Your Organization Would/Could Make
At Least Three (3) Changes in LENDING**

Consumers

Mortgage

Credit Cards

Commercial

Effective Lending Requires Accountabilities

Effective Achieving the Lending Accountabilities Requires COMPENTENCIES

K_____

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

S_____

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

B_____

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.

QUESTIONS?

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