










AIB COMMERCIAL LENDING DIPLOMA

NAME _____

DATE _____

Required Courses

You must complete the following courses. Those titles with an asterisk (*) may be met by transfer credit from an accredited college or university. Each course transferred must be taken for a minimum of 3 credits.

Grade	Course	Delivery Methods			
					
	AIB Principles of Banking				
	AIB Analyzing Financial Statements				
	AIB Commercial Lending [†]				
	Credit Products for Small Business Customers				
	Dealing Effectively with Co-workers				
	Deposit Products for Small Businesses				
	Ethical Issues for Bankers				
	AIB General Accounting*				
	AIB Law and Banking: Principles				
	Managing Time at Work				
	Presentation Skills				
	Relationship Selling to Small Business Customers				
	Servicing & Growing Small Business Relationships				

The AIB Commercial Lending Diploma meets the pre-certification education requirements for the Certified Lender Business Banking (CLBB) designation through the Institute of Certified Bankers (ICB).

AIB Diploma Code: 11

[†]Students who have completed AIB Commercial Lending, in the classroom, online, or by correspondence, may complete the additional requirements for the AIB Commercial Lending Diploma. For students who have not yet taken Commercial Lending, ABA will have new lending content for this Diploma by March 2012.



Visit www.aba.com/training, call **1-800-BANKERS** or contact your Local ABA Training Provider for more information.