

Credit Recommendation

By Peter Fong



INTRODUCTION

It is no exaggeration to say that many credit recommendations are judged based on how complete and how well the credit analyst has written up the proposal for the decision makers at the Head Office. Consequently, many truly deserving cases may be rejected while the less deserving ones approved. This is unfortunate, but it happens.

Credit Analysts are very hard-pressed people. They are constantly being deluged with credit applications, very often from people who have done very little “homework” on the justification for their requests. They expect the Analyst to do all the work for them and are never slow to complain when there is a delay.

Attend the course to find out how you can help the Credit Analyst speed up the processing of your credit application and articulate your needs for the amount requested is justified.

LEARNING OBJECTIVES

By the end of this workshop, participants will be able to:

- Understand the importance of the credit function of the organization
- Know what the Credit Department would look when processing a credit application
- Recommend a well-supported credit application

COURSE OUTLINE

- A good recommendation reflects the “**competence**” of the author (indeed the author may be judged by the quality of the report he / she produces).
- Important steps needed to write a “good” recommendation?
 - Collecting the latest documents what to look out for
 - Verifying and assessing the non-financial and financial information
 - The real value of credit recommendation is in the **process!**
- Understanding the credit approving process
 - What credit department look for when processing credit applications
- A comprehensive Credit Report – a very important report to support your credit application
 - what does it contain
 - how should it be presented
 - practical tips in preparing the credit report
 - Management information
 - Business Information
 - Financial Information
 - Credit Information
- How to say “no” in a different way!

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FOR WHOM

Those attending must have the practical experience and a firm understanding of financials evaluation. Credit Analyst and Managers who are responsible for credit approval

Duration – 1 day

ABOUT THE TRAINER

Peter has wide experience in credit control management. As Credit Manager and Loan Supervision Manager in the financial services industry, he was responsible for the developing strategies, implementing collection systems and plans for the attainment of the overall credit performance of the companies.

Peter is currently very actively involved in assisting SMI operators resolve their credit and financial problems. He also conducts training for SMIs and multinational companies like Intel, Hewlett Packard, Teradyne, Halliburton Asia Energy Sdn Bhd and local financial institutions including quasi-government institutions. Peter is an Associate of the Chartered Institute of Bankers, London and an Associate Member of the Malaysian Institute of Management. He is the approved trainer by the Pembangunan Sumber Manusia Berhad (PSMB).