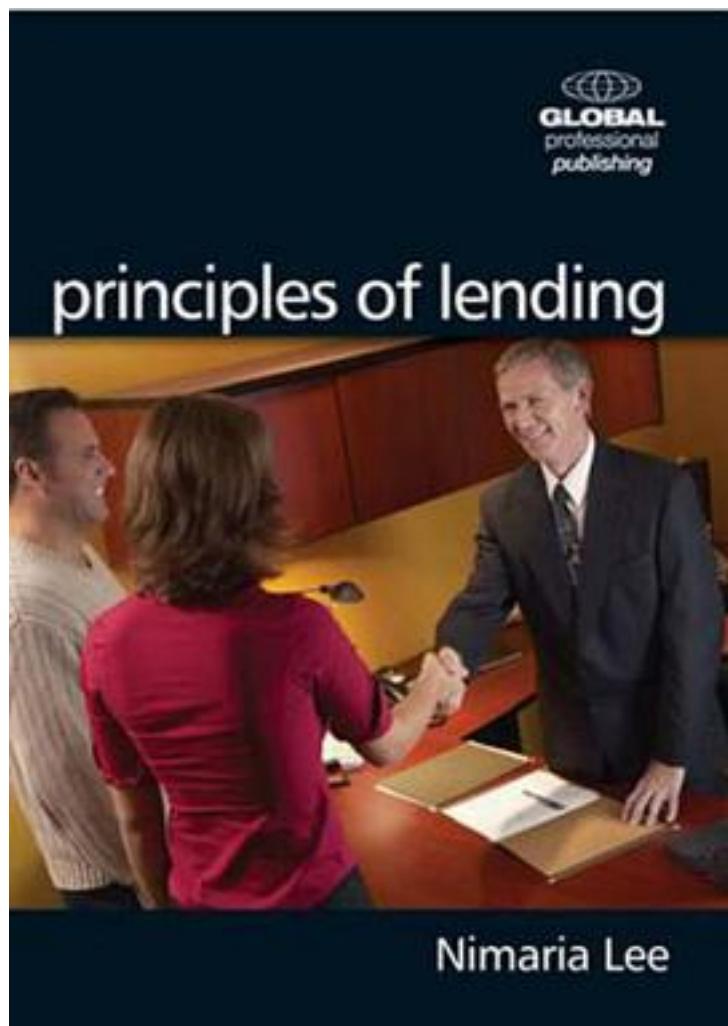


Principles of Lending



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Lending money is a core skill within the financial services industry and as such, it is

crucial that the customers have a quality experience that can only be provided by staff with an understanding of the subject. Customers expect lenders to have a full and detailed knowledge of the legal and compliance aspect of their roles; these expectations include relevant case and statute law. The book provides a full understanding of the lending cycle and how this reduces risks. It starts at the beginning of the lending cycle with the lending decision (including an analysis of financial information), and includes monitoring and control plus the ability to detect early warning signals, before ultimately, and reluctantly, passing the debt over for recovery.

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