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# REX'S RED HOT

## 2010 University of Lending Schedule

### LET'S GET FIRED UP!

What are you going to do that is different and better to survive in these tough times? You need some red-hot ideas! Credit unions were really challenged in 2009. Foreclosures, credit card, and auto delinquencies were at an all-time high. Loan demand is down because members are afraid to borrow. Lenders and collectors are still confused even today. Rex's University of Lending courses will help your employees regain confidence with members.

Traditional lending will not work in this economy. Credit unions need a new approach! Attendees will find a way to say "yes" to a loan with characteristics that usually the industry would say "no." We must arm employees with the training & skills they need; it's time to "get fired up" about lending in 2010! Register today!



# 2010

## REX JOHNSON

Class	Location	Dates
Management School of Lending	Tampa, FL	January 27-29
University of Lending	Crystal Lake, IL	February 9-13
Indirect Institute	TBA	TBA
University of Lending	Detroit, MI	April 6-8
University of Lending	Minneapolis, MN	April 27-29
University of Lending	Crystal Lake, IL	May 17-21
Collections Institute	Charleston, SC	TBA
University of Lending	Crystal Lake, IL	September 20-24

*Please note: Dates & locations are subject to change. Please call before making travel arrangements.*

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