



CFO Council – A nationwide network of over 1,000 credit union financial executives.

2011 Conference: May 15-18, San Diego, CA



HR/TD Council – Connect with nearly 750 human resource and training professionals across the country.

2011 Conference: April 10-13, San Francisco, CA



Lending Council – A network of more than 950 credit union lending experts around the U.S.

2011 Conference: November 6-9, New Orleans, LA



Marketing & Business Development Council –

More than 1,000 professionals nationwide focused on credit union marketing and business development.

2011 Conference: March 16-19, Las Vegas, NV



Operations Sales & Service Council –

650 professionals leading the operations, sales and service activities at credit unions across the U.S.

2011 Conference: September 28-October 1, San Antonio, TX



Technology Council – A network of 550 technology and information systems executives located throughout the country.

2011 Conference: September 28-October 1, San Antonio, TX

High credit score

More than 850??? How about more than 970...That's how many credit union lending professionals are reported in the membership of the **CUNA Lending Council**. Collectively, they're focused on the "big three"...mortgage, business and consumer lending. They're at the forefront of today's new normal, tackling TDRs, card concerns, risk-based pricing, member business lending, collections and recoveries and so much more. As a part of this community you can count on Council resources and the expertise of others to score big.



Prime resources

Ultimate Loan Ratio – Hundreds of like-minded individuals who talk your language and share your interests come together for expert sessions and insightful presentations at the **Lending Council's Annual Conference**. It's the premiere event for education, networking and sharing of information and ideas on topics of mutual interest such as:

- Consumer lending
- Business lending
- Mortgage lending
- Collections and recoveries
- Bankruptcy
- Credit cards
- Sub prime issues
- Reg Z
- Student loans
- E-Lending
- Credit scoring
- HELOCs
- Indirect lending
- Debt cancellation/suspension
- Reverse mortgages

Submit and Receive – The **Members-Only List Serve** buzzes with questions and comments from Reg. Z to loan volume and growth strategies to compliance issues and foreclosure concerns. Need an answer to a question or feedback on an issue? A simple post can provide quick, insightful responses from others around the country. Plus, all messages are archived and can be searched by key word. There's no faster, easier way to stay in touch with hundreds of professionals from credit unions large and small.

Wired for Info

The Council's **Web site** includes *In the News*, the source for articles and tips for lending professionals, plus updates on Council activities. The *Knowledge Cooperative* is a file library where members share examples and templates such as loan servicing documents, collection and charge-off policies, MBL guidelines, job descriptions and more. The Council's online community — *CUNA Councils Connect* — has a membership search, discussion groups, guides to experts, vendor insights and more!

Outside the Margins

Dozens of Council **White Papers** (research papers) provide thought-provoking insights on the latest trends, techniques and challenges facing lenders. Topics range from SAS 70 and member business lending to HELOCs and serving the underserved. *Bonus: Members have access to more than 220 white papers from all six CUNA Councils* — that means added insights into other key management concerns.

Extra Credit

The CLC teams up with CUNA Mutual for the *Excellence in Lending Award* which recognizes outstanding credit union lending practices in consumer, mortgage and business lending, plus lending to those of modest means.

Score Big

Savings that pay for membership many times over.

- \$250 discount off the non-member rate on the Council's conference
- \$100 savings on most CUNA schools including — Consumer, Mortgage and Business Lending Schools and more
- Free one-year digital subscription to *Credit Union Magazine* — a \$45 value
- \$50 savings on CUNA webinars

Give Back

Credit unions below \$50 million in assets are eligible for **Scholarships** to attend CUNA lending conferences, schools, institutes and webinars.

