



Your Trusted
Resource
For Credit Union Success™

Lending

Consumer Lending

Member Materials

How can I drive our consumer loan business while educating members to make smart choices?

Our ready-to-use member education materials help you easily promote the use of your lending products and services. But they do much more than that. They also give members the information they need to make smarter financial decisions. By positioning yourself as a valuable resource, members will further value their relationship with your credit union.

■ Statement stuffers

(volume pricing available)



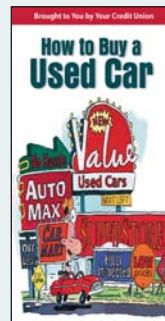
- Autos & More: The Truth About 0% Financing #25707-CAT \$15/100



- Get a New Car at Your Price #25061-CAT \$15/100



- Top 10 Car-Buying Tips #27190-CAT \$13/100



- How to Buy a Used Car #29335-CAT \$13/100

■ Other member materials

(volume pricing available)

- How to Inspect a Used Car statement stuffer #20887-CAT \$10/100, min. 200
- Know the Truth About 0% Financing drive-up envelope #25114-CAT \$8/100, min. 200
- Refinance Your Vehicle drive-up envelope #25115-CAT \$8/100, min. 200

• Your Vehicle Buying Road Map handbook

This handbook takes members step-by-step through every phase of a vehicle purchase. They'll benefit from guidance on conducting research on vehicles, buying a new or used vehicle, and trading in a vehicle versus selling it privately. They'll also find out how to save the most money in financing their purchase.

#26825-CAT \$1.20/each, min. 50
(volume pricing available)

• Black Book vehicle valuation products

How can you give the green light for loans to members who dream of cars in bright red? The answer's in black and white — Black Book vehicle valuation products. CUNA and Black Book have partnered to provide you and your members with the opportunity to get the right vehicle answers, right away — at great discount prices. For accurate, timely vehicle pricing information — available weekly, monthly, in print, and online — there's nothing like Black Book.

Products and prices vary.

• Take the Wheel: Get the Best Car Deal member seminar kit

Everything you need to plan and execute a member seminar on buying a car is in the box — just add the members! This seminar is a “how to” on determining vehicle affordability, using a car inspection and test-drive checklist, interacting with dealers, and negotiating the best price. #26673-CAT \$195/each (other titles available, purchase 3 kits for \$145 each)

For more information about these resources, visit buy.cuna.org and choose Lending, or call 800-356-8010, press 3.

Use source code CAT (catalog) when placing an order.



Your Trusted
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Lending

Training & Resources

What are the ins and outs of consumer lending — in or out of the office?

We offer you all the information you need — from basic to advanced — to ensure optimal performance in your day-to-day lending endeavors. The information is available in a variety of formats to suit your schedule and your learning preferences.

■ Training Events

Consumer Lending Schools: Foundations & Advanced

Choose the level that best fits your training needs. The Foundations program teaches basic concepts in the lending process. The Advanced program goes beyond the basics to provide ongoing lending education.

April 30-May 3, 2007 St. Pete Beach, FL \$1,295*

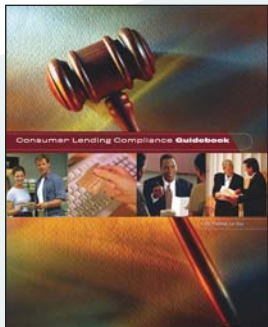
Consumer Lending eSchool: Foundations

Can't get away from the office? We'll bring the Consumer Lending School: Foundations right to your credit union.

The complete eSchool consists of six classroom sessions, but you may also opt to take the classes individually.

Starts November 6, 2007 Tuition: \$1,295 for the eSchool or \$219 per webinar

■ Resources



• Consumer Lending Compliance Guidebook

This guidebook offers a practical, hands-on approach to typical compliance challenges. You'll follow the lending process from the marketing phase through collections, repossession, and bankruptcy.

#25350-CAT \$68.95



• Consumer Lending Management book

This resource shows your credit union how to become more competitive in lending, stand out in the lending market, and provide the highest quality financial service to your members.

#22479-CAT \$39.95

- **2005-2006 Consumer Lending Survey Report PDF**
According to CEOs across the country, increasing the volume of consumer loans is the single-most critical operational challenge facing credit unions. The *Consumer Lending Survey Report* provides credit unions with the opportunity to discover what's working well for credit unions with characteristics similar to their own.
#26875P \$195

- **Regulatory Training and Certification Program (RegTraC) Consumer Lending Regulations Module**
Offered in two versions, Level 1 for non-compliance staff and Level 2 for compliance staff, RegTraC's Consumer Lending Regulations module includes information on Reg Z, Reg B, Servicemembers' Civil Relief Act, Fair Credit Reporting Act, Fair Debt Collection Practices Act, Business Lending Regulations and NCUA Lending Regulations.
Level 1 #22692-CAT \$35 (Also available as **CPD** Online courses)
Level 2 #22709-CAT \$60

* Tuitions are early-bird rates. Register early to save!

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Use source code CAT (catalog) when placing an order. PDF orders must be placed online