



SKILLS  
APPLICATION  
LAB

2

DAYS

# Financial Accounting for Lenders

Apply the skills needed to assess accounting risk in various financial statement presentations

## OVERVIEW

While financial statements are prepared by management and accountants, lenders must identify the level of assurance provided by the accountant or auditor, and assess the appropriateness of the accounting rules employed in creating those statements. This assessment of accounting risk is a critical step lenders should complete before financial analysis begins. In this SAL, participants apply the skills they learned in the companion E-Learning course to identify accounting risks found in the financial statements of private and publicly traded companies. Case studies include examples of actual financial statement fraud that highlight the potential impact of accounting risk.

## WHO SHOULD ATTEND

Anyone with commercial lending responsibilities, including relationship managers, commercial lenders, credit analysts, and loan review staff who have completed the companion Financial Accounting for Lenders E-Learning course with an assessment score of at least 80%.

## RESULTS AND BUSINESS BENEFITS

Upon completion, participants will improve on-the-job performance by:

- Identifying accounting risk in audited and unaudited financial statements
- Assessing the impact of accounting risk to the lender
- Assessing the appropriateness of accounting rules as applied to the financial statements
- Identifying changes in accounting treatment and their effects on the financial statements
- Assessing the impact on the lender of fraudulent accounting activity

## INTERACTIVE EXPERIENCE



Multimedia  
Instruction



Group  
Collaboration



Instant  
Polling



Live  
Coaching



Real-World  
Cases



Customized  
Delivery



## SKILLS APPLICATION LABS BY OMEGA PERFORMANCE

Facilitator-led Skills Application Labs provide an exciting and challenging opportunity for lenders to apply the skills and knowledge they've acquired in Omega Performance E-Learning courses. During these live training events, participants evaluate loan opportunities that are brought to life via comprehensive business and personal financial statements, "meetings" with the borrower, and (where applicable) up-to-date industry information. Prior to the event, your facilitator will work with you to incorporate your organization's policies and procedures into the training, and customize the delivery in ways that make it even more meaningful and relevant to your learners. As a result, participants will exit training with experience they need not only to succeed as lenders, but to succeed as lenders *at your organization*.

MOODY'S  
ANALYTICS

Omega  
performance

LEARNING SOLUTIONS

# Interactive Case Studies

## Case Study Objectives

- Identify the accounting risk based on the auditor's level of assurance
- Evaluate the notes to the financial statements to identify accounting risk
- Assess the company's financial statements to calculate the impact of accounting risk

### 1 Pet Food Manufacturer

#### OVERVIEW

- Producer, distributor, and marketer of premium quality, branded pet food and pet snacks.
- Annual revenue: \$10.9 million with a net profit margin (after tax) of 5.9%.
- Current financing includes a \$6 million senior secured term loan (with \$4 million additional available) and a \$2 million revolving credit.

### 2 Beverage Wholesaler

#### OVERVIEW

- A leading beverage company of milk and other fluid dairy products. Innovative trade promotion strategy.
- Annual revenue: \$451 million with a net profit margin (after tax) of 0.8%.
- Current financing includes an \$80 million unsecured revolving credit agreement and a \$50 million receivables securitization facility.

### 3 Bicycle Retailer

#### OVERVIEW

- A specialty bicycle retailer that also offers services such as tune-ups and maintenance through traditional stores and Internet sales.
- Annual revenue: \$311 million with a net profit (after tax) of 5.4%.
- Current financing includes a \$100 million secured revolving credit facility with options to increase borrowings by an additional \$100 million.

### 4 Information Technology Service Provider

#### OVERVIEW

- National provider of information technology hardware and software products and technology services, primarily focusing on the health and education sectors.
- Annual revenue: \$898 million and a net profit margin (after tax) of 4.5%.
- Current financing includes a \$200 million asset-based revolving credit agreement and has issued \$100 million in subordinated debentures to fund growth and acquisitions.

## FIND OUT MORE ABOUT OMEGA PERFORMANCE TRAINING

For detailed course descriptions and to speak with an Omega Performance training consultant, please contact us at:

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