

Pune, India

RETAIL BANKING

Retail Banking Champion Level 1 course will help you to develop your skills in Retail Banking.

Get certified to get ahead of the competition.

BFSI Academy offers a two days comprehensive training program extensively focused on retail banking. The course focuses on global auto finance scenario with focus on USA and European Markets.

The intensive program is designed to give you a thorough and comprehensive understanding of retail banking

The participants will learn about retail banking products and related processes. This intensive course uses a balance of lectures, workshops, case studies and discussions. The program emphasizes on active participation from delegates and includes exercises and case studies.

The course is mainly directed to those working in software companies or intending to work in software companies. .

When you complete this course, you will have total understanding of :

- Different types retail banking products
- How retail banking systems in USA operates
- What are regulatory requirements in USA
- Risks involved in retail banking

BFSI ACADEMY

BFSI Academy is the training division of MVL Consulting Private Limited.

Visit BFSI Academy at www.bfsia.com

All our training programs are also available in-house. To arrange an in-house program please contact us on :
+91-20-25466154 or email info@mvlco.com
Or email us at trainings@bfsia.com

Location: Pune, India

Duration:

2 full days. Normally held on SAT and SUN.

Your investment for this program is:

Rs.5,000 plus service tax (currently

12.36%) Fees include all the tuition, full course documentation, lunches and refreshments for the duration of the program but does not include accommodation facility.

Full course fees is payable in advance by local cheque or demand draft drawn in favor of “MVL Consulting Private Ltd.”

Maximum Batch Size : 25 Participants

Certification: Retail Banking Champion Level 1

Pre-requisites: None

Why should you attend: Retail Banking offers large number of opportunities. Various regulations and competition have made Retail Banking Sector a major money spinner for many software companies.

Program Contents

- **Retail Banking Definition**
 - What is retail banking under Basel II
 - Concept of Homogenous Retail Pools
 - Attributes of retail finance under Basel II
- **Retail Banking Product Terminology**
 - Loan To Value
 - Field Investigation/customer contact
 - Direct Sales Agent
 - Credit Processing Agency
 - Credit Reports – FICO - Risk Containment Unit
 - Subvention
 - Dealer Subvention
 - Manufacturer Subvention
- **Retail Banking Products**
 - Loan Products
 - ✦ Property Loans
 - Mortgages
 - Home Equity Loans
 - Commercial Real Estate
 - Auto Loans
 - New Cars
 - Used Cars
 - Car Overdraft
 - Auto Lease
 - Period Lease
 - Mileage Lease
 - Open/Closed End Lease
 - Single/Multiple Payment Lease
 - Personal Loans
 - Consumer Loans
 - Loan Against Shares
 - Professional Loans
 - Educational Loans
 - Federal Loans
 - Private Loans
 - Retail Deposit Products
 - Checking Accounts
 - Saving Accounts
 - Certificates of Deposits
 - Individual Retirement Accounts
 - Recurring Deposits
 - Retail Fee Based Products
 - Credit Cards
 - DeMat Accounts
 - Portfolio Management/Investment Trading

MVL Consulting Training Services
 Program Booking Form

Phone	Post	Fax	Email & Web
+91-20-25466154	MVL Consulting P. Ltd. #17, Laxman Villa, Near Jog Hospital, Paud Road, Pune 411038, India	+91-20-25422874	info@mvlco.com www.mvlco.com mail@bfsia.com www.bfsia.com

Program details

Program Name	:	Course date
_____	:	_____
_____	:	Course Location : Pune, India
_____	:	_____
_____	:	Total delegates
_____	:	_____

Delegate details

Delegate 1	:	Delegate 2
First Name (Mr./Ms./Mrs.)	:	First Name (Mr./Ms./Mrs.)
_____	:	_____
Last Name	:	Last Name
_____	:	_____
Position	:	Position
_____	:	_____

Organisation details

Company Name	:	Address
_____	:	_____
_____	:	_____
Department	:	_____
_____	:	_____
Email:	:	_____
_____	:	_____
Telephone	:	Zipcode:
_____	:	_____
Fax	:	Country
_____	:	_____

Payment details

Amount in figures	:	Bank Name
_____	:	_____
Amount in words	:	Bank Branch
_____	:	_____
Cheque Number	:	Cheque date
_____	:	_____

Approving authority details

Approving Manager	:	Position
_____	:	_____
Department	:	Telephone
_____	:	_____
Email	:	Signature
_____	:	_____

Terms and Conditions : Please read carefully before signing. Signing will tantamount to acceptance.

Registration Fees:

A full invoice will be sent out when we receive your booking. Fees must be paid in full prior to program start date. The fees include course material and lunch/refreshment, if so declared in the program brochure. The course fees are exclusive of taxes and applicable taxes will have to be paid additionally, unless otherwise stated in the program brochure. Cheques or drafts should made payable to "MVL Consulting Private Limited" and should be payable at par at Pune/Mumbai. No cash payments are accepted. Please note that if full payment is not received prior to program start date, then the admission may be refused.

Joining Instructions:

Joining instructions will be sent on receipt of booking and full payment.

Change of terms and location of program:

It may be necessary for reasons beyond our control to alter the venue, trainer/s, time-table, contents of a program. Fees will be refunded if the program is cancelled by MVL Consulting Private Limited. We accept no liability for any other cost, losses or damages.

Cancellation and transfers:

50% of the full fee will be charged if cancellation takes place between 28 and 14 days before the start of the program. The full fee will be charged if cancellation occurs 14 days or less before the start of the program. Substitutes can be accepted at any time providing we have received confirmation in writing.