

# **Questa – Small Business Banking**

## **The Trilogy Training Solution**

***Comprehensive training for bankers who work with small business***

Many in the banking industry consider small-business banking to be the most profitable segment and one that offers significant growth potential. However, small business is challenging and complex.

Questa knows that small-business owners want more than checking accounts and loans from their bankers; they want bankers who understand their business.

Questa can provide your bankers the same time-tested skills we've given to thousands nationwide. These are skills that provide your bankers the ability to capture, and keep, a small-business owner's loyalty and business. Questa's trio of training courses provides a solid knowledge foundation for any banker who works with small business.

In CREDIT ESSENTIALS, we begin by providing the fundamental accounting principles bankers need in order to understand their client's financial statements and tax returns. We offer in-depth training on credit requests, repayment and recourse.

In UNCOVERING CASH, bankers realize how bank products can improve a company's cash position and bottom line. This one-day class provides experienced business bankers with the training they need to develop a real competitive advantage in today's market. It gives bankers the knowledge and confidence to solve problems, improve their client's financial well-being, and expand customer relationships.

Questa rounds out its trilogy of small business training courses with the two-day IDENTIFYING CREDIT RISK which is ideal for bankers who interview small businesses for credit. Using role plays and real-world case studies, bankers will learn to identify credit risks that would not be determined from just the credit and financial information presented by a potential borrower. They will also learn how to prioritize and communicate those risks to an underwriter.

The Questa small-business training trilogy is small-business savvy simplified. This powerful three-part education program will give your bankers the skills to communicate and sell effectively to the small-business market.



**CREDIT  
ESSENTIALS**



**UNCOVERING  
CASH**



**IDENTIFYING  
CREDIT RISK**

***The Questa small-business training trilogy.  
Small-business savvy simplified.***

**Questa**

**For more information call us at 425-643-3363 or visit us at [www.questacorp.com](http://www.questacorp.com)**