

# Questa – Small Business Banking

## The Trilogy Training Solution

Comprehensive training for bankers who work with small business

### The Trilogy Training Solution:

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 thousands of bankers 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 to understand their client's financial statements and tax returns. We offer in-depth training on credit requests, repayment and recourse.

**Selling to Small Business** is Questa's dynamic, interactive sales training course. Your bankers will acquire the skills needed to really understand small businesses, while learning to uncover multiple opportunities and offer a variety of sales solutions.

Questa rounds out its trilogy of small-business training courses, with **Uncovering Cash**, where bankers realize how bank products can improve a company's cash position and bottom line.

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



CREDIT  
ESSENTIALS



SELLING TO  
SMALL BUSINESS



UNCOVERING  
CASH

**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)