Manager discussion guide

We've compiled some key questions you should answer before starting a discussion with your manager about the Commercial Lending Schools. These prompts will help you frame your conversation in a way that demonstrates the value of attending the schools.

What skills do I want to develop?

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Why does developing these skills matter to our bank now?

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How does the Commercial Lending Schools help me develop these skills? Which school level fits my specific goals?

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How could I apply what I learn to our bank's priorities after I attend?

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What is the formal ask I want to make of my manager? What approvals do I need to be able to attend the schools?

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Feel free to add any additional questions you might find helpful!

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Next step

Use our value planning worksheet to help drill down into the direct impact the Commercial Lending Schools will have on helping you make stronger lending decisions.