



June 2009

Help your Staff Fight Investment Fraud

Investment fraud is an all-too-common occurrence in the lives of Canadians with research showing more than one million adults victimized nationwide.

Credit unions can help in the fight against this type of crime by having their employees register in a free course available on the *CUSOURCE*® LMS (or Catalogue).

Preventing Investment Fraud is a 30-minute online course that teaches employees how to identify common types of investment fraud, recognize warning signs, understand the financial and social impact of investment fraud, and help those who may be at risk.

The course was developed last year through funding and support by the securities commissions in British Columbia, Alberta, Manitoba, Ontario, New Brunswick and Nova Scotia. It features interactive exercises and scenarios that credit union employees may encounter at their branches.

According to national research conducted for Canada's securities regulators, one in 20 Canadians have been victimized by investment fraud, making it a more common crime than most people realize.

Since its implementation, close to 650 credit union employees have registered for the course. To find out more, or to enroll your staff, contact our [Regional Office](#).

Commercial Mortgage Lending now available as Cohort!

The popular *CUIC 340* course, *Commercial Mortgage Lending* (CU00-340) will be offered for the first time this Fall as a cohort or "online class."

Cohorts are structured online learning groups that encourage learning together and networking. Cohorts are a great alternative to lonesome self-study or expensive classroom courses. They are facilitated by experts in the field, who help the employee stay motivated and moving through the course, and are available to answer questions and encourage networking among participants.

The *Commercial Mortgage Lending* (CU00-340) cohort focuses on mitigating commercial risk and covers complex mortgage lending situations, including the underwriting of multi-tenant projects, financing of condominiums and sub-division developments.

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Interesting Facts to Consider: June *CUIC*® Exam

The upcoming *CUIC* exam, taking place on Wednesday June 17, has a whopping 542 students registered to write at 142 sites across the country! On behalf of staff at CUSOURCE Knowledge Network, best wishes and good luck to all!

The next *CUIC* Exam will take place in November 2009. Stay tuned for more information coming this summer.

Resources and Learning for Leaders at your fingertips: the Leadership KnowledgeCenter™

The [Leadership KnowledgeCenter™](#) is an innovative online learning hub for current and aspiring leaders. Resources include access to current thought leaders through Books 24/7, interactive case studies, real-world simulations as well as video dramatizations and much more.

Don't delay - the number of licenses is limited and will expire on November 30, 2010. So, the sooner you register, the longer you benefit. The cost: \$295 p/p.

To register in the Leadership KnowledgeCenter (CU04-LKC), click on the green Catalogue icon > By Topic > Leadership.

For more information about any of the items in *eNews*, [contact](#) your Regional Office.

Commercial Mortgage Lending Cohort

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It examines the purpose of appraisals and the appraisal process, and discusses business development initiatives, commitment letters, loan disbursement, documentation procedures and problem accounts, including common (and potentially costly) mistakes made by lenders.

Note: Cohort participants should have either completed the *Commercial Lending* course (CU01-345) or have some commercial lending experience with good understanding of financial analysis.

Previous cohort participants often say that cohorts offer a great learning experience because being in a group motivates them to keep up the pace of learning, and the online community teaches them more than a book alone would.

Aside from the networking and convenient structured learning, another good reason to take the *Commercial Mortgage Lending* cohort is that it counts as a credit in the Commercial Lender Accreditation and in the Management Studies Program (MSP).

The cost for this cohort is \$650 p/p and includes all learning material, facilitation, conference calls and one exam sitting. Registration will be available shortly. Watch for news.

Cohorts are currently available for six *CUIC* courses. Registration closes on Sept. 25, and the courses start the week of Oct. 12. Space is limited, so don't delay!

Meet the Facilitator

Commercial Mortgage Lending Cohort

CUSOURCE Knowledge Network is pleased to welcome **Judith Loughheed**, Assistant Vice President, Commercial Services, Westminster Savings Credit Union to our cohort 'faculty'.

Judith brings an in-depth knowledge of banking for business, with over 37 years experience in the financial services industry, over 25 of which have been in commercial lending. She manages 16 employees and a commercial book of approximately \$400 million.

CUSOURCE® National Power Hour Webinars: Summer 2009 Schedule

Here is the list of upcoming free national CUSOURCE® Power Hour webinars. Check the Webinar section of the Catalogue for these and other scheduled webinars.

Please note, all webinars are at 1 pm EST.

June

The MSR Accreditation Program - What is it?
Wednesday June 10. Register by Mon. June 8

How do I: Use Competencies as a Learner and Manager
Thursday June 11. Register by Tuesday June 9

Business Relationship Manager Program - Roadmap to Success
Tuesday June 16. Register by Sunday June 14

The MSR Start Series - Roadmap to Success
Thursday June 18. Register by Tuesday June 16

Cohorts - What are they?
Tuesday June 23. Register by Sunday June 21

RMA's eMentor - What is it? Who uses it?
Wednesday June 24. Register by Mon. June 22

July and August

Meet the LMS

Wednesday July 8. Register by Monday July 6
Thursday August 6. Register by Tuesday August 4

Cohorts - What are they?
Tuesday, August 25. Register by Friday Aug.21

To register, login to [CUSOURCE® LMS](#). Click the green "Catalogue" icon> By Topic> Webinars. Space is limited, so sign up today!