



An ISO 9001 : 2015 Certified Company

A Company Set Up Under Section 42 of the Companies Act, 2017

CREDIT LINE STRUCTURING USING LENDING PRODUCTS

DATE: FEBRUARY 14, 2019 | LAST DATE OF REGISTRATION: FEBRUARY 12, 2019
CITY: ISLAMABAD | FACILITATOR: MR. TAHIR ILYAS KHOKHAR

FEE: PKR 12,500/- per participant
TIMINGS: 9 AM - 5 PM

OVERVIEW

The basic aim of this course is to enhance the capacity of the Credit Staff in decision making, in order to choose the appropriate products for the customer. By extending the right product line, the Bank will be able to reduce over dues, thus increasing the efficiency both for the Bank and its customers. During this course we will also be doing some Case Studies.

CONTENTS

- What is Credit & its Etymology?
- What are the 5 P's of the Credit?
Narrations and Discussion
- Problems
- Main Forms of Private Credit
- Secured Credit
- Unsecured Credit
- Types of Credit
- Consumer Credit
- Commercial Credit
- Non Fund Credit
- Credit Appraisal & Its Pre-Requisites
- Case Studies

WHO SHOULD ATTEND?

Our Target Audience is the Credit staff (both entry & mid-level) involved in Credit Marketing and processing of the Loans. After attending this course they would be in a better position to analyze the customer's requirements so as to match the customer needs with right product line.

FACILITATOR

Mr. Tahir Ilyas Khokhar

After doing MBA from International Islamic University Islamabad, Mr. Tahir Ilyas Khokhar joined Soneri Bank in 2001 as Trainee Officer. During a short tenor of 1-1/2 Year, he started Consumer Financing in Islamabad. In 2003, he joined PICIC as Management Trainee and was involved in all types of financing ranging from Consumer Loans, SME Loans, Project Financing and Lease Financing. After Legal Merger of PICIC into NIB Bank Ltd., he took over the charge as Credit Manager – North Region in SME Segment with 39 Branches spread across North Region. In July 2011, Mr. Khokhar joined The Bank of Khyber and worked in as Credit Manager in Corporate Blue Area, Islamabad Branch till October 2015 and currently is Incharge RCAD, Islamabad, looking after the portfolio of 25 Branches in the Region.

SPECIAL DISCOUNTS

**5%
DISCOUNT**

For all Member Institutions of IBP

**5%
DISCOUNT**
on 3-5 nominations

**10%
DISCOUNT**
on 6+ nominations

FOR DETAILS PLEASE CONTACT

ISLAMABAD

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DONATE FOR THE SUPREME COURT OF PAKISTAN AND THE PRIME MINISTER OF PAKISTAN DIAMER-BHASHA AND MOHMAND DAMS FUND