

## SAMPLE PROGRAM

Bank Name:                      Bangko Magsaysay  
Address:                         Saguday, Quirino  
Contact Person:                MB Agustin  
Contact Number:                09209015246

Topic:                         “Best Practices Credit”  
                                      (No experience with Microfinance)

Time:                         one (1) working day

Required participant:         President  
                                      Credit Head  
                                      Credit Remedial  
                                      Credit Committee – Director

Max of Delegation Size       Up to 10

Estimated costs:

Venue: Hotel (confidential)

The participating bank will shoulder venue costs and meals – max P 10,000.0

Optional: Hotel Accommodation 800 to 1,500/ twin share

Facilitators Honorarium

Materials at cost

The requirement from the participating bank:

- 1) Advance question about credits
- 2) Real problematic borrower

Overview of the program

- 1) Introduce Participants
- 2) Quick Overview Host bank in terms of numbers - ratios
- 3) Quick Overview Participant bank
  - a. Your 3 Objectives
- 4) Bigger picture of the credit policies.
- 5) Root Cause
- 6) HELP! Past-due collection strategies
- 7) End of the line (NPA)
- 8) Q & A
- 9) Others