



# NEW YORK INSTITUTE OF FINANCE CHICAGO



NYIF opened its Chicago office in April 2008. As one of the largest financial centers in the world, Chicago is an excellent location for NYIF. With a strong and innovative financial sector and a large base of corporations throughout the area, Chicago serves as our regional financial training capital for the Midwestern United States. Our Chicago office is located at 200 West Adams Street, in the heart of the financial district.

For close to 90 years, the New York Institute of Finance has been helping financial services companies and multinational corporations to learn and to lead.

Through our parent company, Pearson and its subsidiaries, including the *Financial Times*, we have unrivalled access to the best financial intellectual capital in the world and have trained over 600,000 business professionals. Our courses offer a broad-based curriculum covering all levels, in subjects ranging from accounting for financial instruments to yield curve analysis.

Taught by best-in-class industry practitioners, our courses combine academic rigor with an in-depth understanding of how business and finance work in the real world. The New York Institute of Finance understands the financial marketplace because we are part of it!

Whether you are considering taking your career to the next level, enhancing existing skill sets or expanding your personal knowledge base, the New York Institute of Finance can help you achieve your goals.

# What NYIF Offers You



**Courses** - World-class programs in banking and financial services delivered by NYIF's top faculty.



**Special Programs** - Truly unique and comprehensive programs to enhance your skills sets, including the Core Skills Analyst Program.



**Exam Prep** - Comprehensive preparation classes that cover the most important topics of the certification exams for the Chartered Financial Analyst®, Chartered Market Technician, and Financial Risk Manager® designations, and not just test hints and tips.



**eLearning** - Latest courseware that provides a high-quality, electronic learning experience, covering a variety of topics in the financial industry.



**Virtual** - State of the art technology allows you to participate in live training events without the need to travel.



**eCertificates** - Opportunity to build your own training program and learn at your own pace, anytime, anywhere you might access the internet.

Visit our website at [www.nyif.com/chicago](http://www.nyif.com/chicago) to see a full list of courses and events or call us toll free at **1 888 641 6616**.

For custom courses call our Business Development Team at **1 888 641 6616**.



## FOUR - WEEK PROGRAM

# CORE SKILLS ANALYST PROGRAM & ACCOUNTING BOOTCAMP

**October 17–November 11**

**Instructors:** Various

**Cost:** \$13,750

**CRCN1038**

The Core Skills Analyst Program begins with an optional 1-week Accounting Bootcamp prior to the main 3-week program. The Accounting Bootcamp is designed as a foundation to the main course, covering the basic tools and concepts students will need to be familiar with to complete the program. The main program consists of 3 core courses, each lasting for one week: *Credit Risk Analysis*, *Corporate Finance & Valuation Fundamentals* and *Financial Modeling*.

Our mission is to provide you with the most comprehensive and complete training to advance your professional proficiency. Real-life case studies will supplement the hands-on learning experience, providing you with a wealth of practical knowledge to take back to the workplace.

## Accounting Bootcamp

**October 17–21**

**Cost:** \$4,875

**Instructor:** Marc Cherney

**AATX1003**

The Accounting Bootcamp explores the core financial accounting tools that help participants understand annual reports and footnotes. The module covers balance sheet and cash flow statements along with basic accounting concepts related to key accounts on the income statement. Difficult to understand principles such as deferred taxes, pensions and accounting for stock options are also explained.

## Credit Risk Analysis

**October 24–28**

**Cost:** \$4,875

**Instructors:** Peter Dedousis

**CRED2058**

Credit Risk Analysis is never out of style. No matter which industry or department one may work in, a solid grounding in credit risk fundamentals is required. This program provides the tools and techniques required to perform a credit analysis. The focus is on understanding the qualitative issues before performing the quantitative analysis. After an historical risk analysis is carried out, participants perform financial forecasting, which determines correct structuring. The class also explores financing alternatives, including options in money and capital markets, seniority, protection and monitoring, holding company analysis, subordination, covenants and off-balance sheet items. Practice is key, so there is ample opportunity to practice the analytical techniques learned in each section.

## Corporate Finance & Valuation Fundamentals

**October 31–November 4**

**Cost:** \$4,875

**Instructor:** V. John Palicka, CFA, CMT

**CRPF1018**

This Corporate Finance course focuses on the primary tasks of the corporate treasurer or financial analyst. The program covers the key principles of corporate finance, including project analysis and capital budgeting, the time value of money and various valuation concepts. Plus, participants are challenged to decide a firm's optimal capital structure. The basics of discounted cash flow shows how to estimate a weighted average cost of capital to use as a discount rate appropriate to a particular company or project. Alternative valuation techniques are also examined.

## Financial Modeling

**November 7–11**

**Cost:** \$4,875

**Instructor:** Joel Heilprin

**FIMD2034**

The benefits to using spreadsheet modeling for financial management and valuation are undisputed in the world of finance. This module provides hands-on modeling experience that begins with construction of a basic financial model and ends with completion of a full-scale forecasted model with valuation components. This module provides practical modeling tips and techniques, as well as valuation tools for valuing a company and determining the effects of mergers and acquisitions. Actual company financial statements are used.

## THREE - WEEK PROGRAM

# CORE SKILLS ANALYST PROGRAM

**October 24–November 11**

**Instructors:** Various

**Cost:** \$10,750

**CRCN1037**

Bringing together core finance concepts and theories, this program is a challenging and rewarding experience for entry-level analysts and finance and investment professionals seeking to enhance their skill set. Real-life case studies supplement the hands-on learning experience, providing a wealth of practical knowledge to take back to the workplace. Train with other finance professionals in an academic environment, supplement in-house continuing education training, practice skills with hands-on case studies and exercises, utilize newly acquired skills and knowledge to present work to and receive feedback from leading practitioners, reach potential and open the door to new opportunities with a solid foundation in core skills, and build contacts.

## Credit Risk Analysis\*

**October 24–28**

## Corporate Finance & Valuation Fundamentals\*

**October 31–November 4**

## Financial Modeling\*

**November 7–11**

\*See descriptions above



# CALENDAR 2011

## Start Dates

### JUNE

- 6 Accounting for Derivatives & Hedging
- 6 Mortgage Backed Securities
- 7 Financial Modeling for Corporate Finance - Evening
- 9 Fixed Income Mathematics
- 9 Financial Analysis of Insurance Companies
- 20 Comparing US GAAP and IFRS - Overview and Update for 2011

### JULY

- 18 Financial Statement Analysis
- 18 Securities Analysis
- 20 Strategic Gold Investing for Professionals
- 21 Introduction to Stealth Trading Using Fusion, Algorithms, and Derivatives for Professionals
- 25 Analysis of Financial Institutions
- 27 Business Finance for Sales Executives

### SEPTEMBER

- 19 Introduction to Stress Testing
- 20 Essentials of Corporate Finance
- 21 Asset Liability Management
- 23 Introduction to Operational Risk

### OCTOBER

- 3 Fixed Income Suite
- 3 Fixed Income Markets I
- 5 Fixed Income Markets II
- 7 Yield Curve Analysis
- 17 Accounting Bootcamp - Core Skills Analyst Program
- 17 Core Skills Analyst Program & Accounting Bootcamp
- 19 Basel II and Credit Risk Management
- 24 Core Skills Analyst Program
- 24 Credit Risk Analysis - Core Skills Analyst Program
- 31 Corporate Finance & Valuation Fundamentals - Core Skills Analyst Program

### NOVEMBER

- 1 Advanced Financial Statement Analysis
- 1 Financial Modeling for Corporate Finance - Evening
- 7 Financial Modeling - Core Skills Analyst Program
- 14 Financial Acumen for Managers

### DECEMBER

- 5 Accounting for Derivatives & Hedging
- 8 Financial Analysis of Insurance Companies

### ALSO LOOK FOR...

- Introduction to Alternative Investments
- Consultative Selling for Tough Times
- Leadership Essentials
- Healthcare Finance for Non-Financial Managers

Check our website for the up-to-date class schedule.

[www.nyif.com/chicago](http://www.nyif.com/chicago)

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## Accounting for Derivatives & Hedging

June 6-7, December 5-6

Instructor: Marc Cherney

Cost: \$2,475

AATX2050

In this two-day course, participants learn to recognize and distinguish between fair value and cash flow hedges and to apply FAS 133 and amendments to the accounting for qualifying hedges. Beginning with an overview of derivatives and their uses as hedging instruments, the course progresses from the fundamental applications of hedge accounting treatment to more complex applications of FAS 133 and its amendments. Group discussions, short examples and case problems illustrate and apply the concepts of hedging and hedge accounting.

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## Advanced Financial Statement Analysis

November 1-3

Instructor: Marc Cherney

Cost: \$3,375

CRCN5000

This is a fast-paced seminar covering analysis of past financial performance, forecasts of future financial performance, and financial analysis of specialized industries.

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## Analysis of Financial Institutions

July 25-26

Instructor: Henry Pullman

Cost: \$2,475

CRE2045

Analyzing a financial institution is very different from analyzing a corporate entity. When a financial institution has liquidity problems, the end can be fast and furious. Attend this class to find out why.

## Basel II and Credit Risk Management

October 19–21

Cost: \$3,375

Instructor: Mayra Rodríguez Valladares CRED2055

This course provides a comprehensive study of the credit risk requirements and an overview of market and operational risk requirements. The course is interactive and is comprised of a lecture, case studies, and topical articles to supplement discussion of recent developments in Basel II/III implementation.

## Business Finance for Sales Executives

July 27–28

Cost: \$2,475

Instructor: Henry Pullman

PCSK3021

If you understand the operating, investing and financing decisions that CFOs and CEOs make in the normal course of business, you can provide a solution rather than just a product or service. A solid grounding in corporate finance, financial statement analysis, and business and industry analysis will provide you with the tools you will need to have the kinds of discussions with your client that will help you close the deal.

## Comparing US GAAP and IFRS - Overview and Update for 2011

June 20–21

Cost: \$2,475

Instructor: Marc Cherney

AATX2055

This course is designed for both users and preparers of financial statements who seek an introduction to International Financial Reporting Standards, as well as a timely update on harmonization and convergence efforts between the IASB and the FASB. The course will also introduce a system for classifying and categorizing IFRS/U.S. GAAP reporting differences.

## Essentials of Corporate Finance

September 20–22

Cost: \$3,375

Instructor: Joel L. Heilprin

CRPF1014

Using theory and practical applications, this course provides a foundation in key concepts underlying the analysis and execution of financial decisions and demonstrates how financing decisions impact a firm's value.

"The Professor was amazing. She was able to break down a complicated subject and make it clear to all levels and audiences."

## FEATURED COURSE

### Financial Acumen for Managers

November 14–15

Cost: \$2,475

Instructor: Marc Cherney

CRCN1096

This course is designed to quickly provide senior executives with the financial skills they need to gain competitive advantage. Participants will learn how to analyze financial information to quickly spot strengths, weaknesses, and opportunities for improving financial performance.

## Financial Analysis of Insurance Companies

June 9–10, December 8–9

Cost: \$2,475

Instructor: Marc Cherney

CRED3002

Analyzing insurance companies is very different from analyzing other companies and thus presents unique challenges and industry specific issues. In this fast-paced two-day seminar, participants learn financial analytical techniques to assess financial strength and operating performance of property & casualty and life & health insurance companies domiciled in the United States.

## Financial Modeling for Corporate Finance - Evening

June 7–23, November 1–17

Cost: \$1,875

Instructor: Joel Heilprin

FIMD1001

Starting with basic modeling functions, the course will progress through complex modeling skills, including look ups, indexing and valuation approaches. In addition to discussing the mechanics of how to build a model, it will also cover techniques and calculations specific to corporate finance. Throughout the course, we focus on various methods to valuing assets. Best practices of both design and implementation are covered.

## Financial Statement Analysis

July 18–19

Cost: \$2,475

Instructor: Marc Cherney

CRCN2006

Assess business performance through analysis of financial statements, as well as valuation of off-balance sheet obligations and commitments.

"Very interesting. The enthusiasm and knowledge of the instructor kept the class interested and involved and he related topics to current markets."

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## Fixed Income Markets I

October 3–4

Cost: \$2,475

Instructor: Douglas Carroll

FIMK1005

Once considered a safe haven, fixed income investing now presents an array of choices for every risk profile. This course presents a comprehensive overview of the fixed income market.

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## Fixed Income Markets II

October 5–6

Cost: \$2,475

Instructor: Douglas Carroll

FIMK2007

Continuing on from Fixed Income Markets I, this course examines the evolving products, changing marketplace and growing sophistication of the fixed income market.

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## Fixed Income Mathematics

June 9–10

Cost: \$2,475

Instructor: Douglas Carroll

FIMK2034

This course explores and analyzes the mathematics of bond prices and yields, as well as a variety of quantitative analytical methodologies.

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## Fixed Income Suite

October 3–7

Cost: \$4,875

Instructor: Douglas Carroll

FIMK2002

An essential introduction to the fixed income markets. It benefits those new to the bond market, as well as those in related areas of the business seeking to expand their knowledge. The program is designed to take a comprehensive look at the whole spectrum of the fixed income market. Participants will learn the characteristics of corporate debt, government and asset-backed securities, and convertible stocks and bonds, covering theories, techniques and real-life applications.

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## Introduction to Operational Risk

September 23

Cost: \$1,575

Instructor: Joseph Onochie

RISK1008

This course traces the evolution of Operational Risk Management, identifies the challenges of measuring and managing operational risk and explores the benefits of ORM as a component of enterprise risk management (ERM).

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## Introduction to Stealth Trading Using Fusion, Algorithms, and Derivatives for Professionals

July 21

Cost: \$1,575

Instructor: V. John Palicka

INVE2018

This is a rare opportunity to use theoretical knowledge and apply it practically to everyday investment situations under a proven investment manager.

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## Introduction to Stress Testing

September 19–20

Cost: \$2,475

Instructor: Joseph Onochie

RISK3023

This course is designed to complement knowledge of risk-management practices at banks and other financial institutions. Participants will be equipped with tools that will be useful for evaluating the potential impact on portfolios or institutions of unlikely, although plausible, events or movements in a set of macroeconomic and financial variables.

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## Mortgage Backed Securities

June 6–7

Cost: \$2,475

Instructor: Douglas Carroll

FIMK2039

This course provides a broad overview of the mortgage-backed securities industry. The primary focus is on the types of MBS, factors that influence their investment characteristics, analytic techniques used to evaluate risk and return, and MBS trading/settlement. The course begins with an exploration of agency pass-through securities and is followed by an investigation of derivative mortgage backed securities: CMOs (collateralized mortgage obligations), IO (interest only) and PO (principal only) strips. The course also discusses trading issues such as TBA trading and dollar rolls. The course also focuses on non-agency CMOs and other mortgage-related asset-backed securities.

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## Securities Analysis

July 18–19

Cost: \$2,475

Instructor: V. John Palicka

INVE1033

This program applies fundamental analysis to stocks and fixed income securities and discusses data sources, performance and earnings forecasting, company management evaluation, and comparisons within an industry sector, business cycle, and microeconomics factors. This course also introduces technical analysis and valuation techniques.

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## Strategic Gold Investing for Professionals

July 20

Cost: \$1,575

Instructor: V. John Palicka

INVE1057

This is a rare opportunity to use theoretical knowledge and apply it practically to everyday investment situations under a proven investment manager.

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## Yield Curve Analysis

October 7

Cost: \$1,575

Instructor: Douglas Carroll


FIMK3001

The bond market changes daily. Specifically, the yield curve changes daily. This course addresses these movements which cause changes in investor attitude, the relative value of certain products, and the appeal of certain investments over others.

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*"The enthusiasm and knowledge of the teachers was superb."*

# ENROLLMENT APPLICATION AND ORDER FORM

 Fax your completed form to 212-641-2598

Course	Code	Date	Cost

**Personal Information** Required for all enrollments and orders.

Total \$

Mr.  Ms.  Mrs.

Last Name  First Name  Middle Initial

Firm Name

Title  Department

Manager

Address   Home  Work Ste./Fl.

City  State  Zip  Country

Phone (  )  Fax (  )

Email Address

Please send me information via email (see privacy policy below)

How did you hear about us?  What industry do you work in?  Are you a CPA?  Yes  No

**Payment Method**  Company Check  Mastercard  VISA  American Express

If paying by credit card, complete and sign below.

Cardholder Signature

Name as on Card

Card Number  Exp. Date  /

If you would like to send your company check directly to our bank account, please make the check payable to "New York Institute of Finance" and mail to: Bank of America • 12562 Collection Center Drive • Chicago, Illinois 60693

I certify that the above information is correct. I am aware of the prerequisites for the course(s) for which I am registering and have met the necessary requirements. I have read and understand the enrollment policies.

Attendee Signature  Date

**Enrollment Policies**

Your registration is not complete until payment is received before the event.

**Cancellation, Transfer and Substitution Policy:**

A full refund less a cancellation fee of 10% will be applied to all cancellations received in writing at least 21 calendar days before the event. Absolutely no refund or credit will be given for cancellations received less than 21 calendar days before the event. A charge of 10% of the course fee will be applied to all transfers that occur at least 21 calendar days before the event. A participant may only transfer once within the policy guidelines.

Please note that visa issues are subject to the same refund policy and refunds will not be offered due to the inability

to obtain a visa. Should a participant be unable to attend, a substitute may attend at no extra charge provided NYIF receives notification of the substitution in writing before the event.

**Incidental Expenses:** NYIF is NOT responsible for covering airfare or other travel costs incurred by registrants.

**Venue details:** Please refer to our website for venue location. Full details will be sent to you upon registration.

**Disclaimer:** NYIF reserves the right to alter the contents of this course and/or the course instructors due to circumstances beyond our control.

**FT Subscription:** One 4-month FT.com subscription per attendee. Subscriptions start within 6–8 weeks of start of course.

**Privacy Policy:** NYIF takes your privacy seriously. We collect and use personal information to provide you with our information services, conduct market research surveys and contact you with details of products and services we offer. Tick the relevant boxes if you prefer not to receive information about:

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