



KENYA SCHOOL OF CREDIT MANAGEMENT
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LOANS PROPOSAL ANALYSIS LEADING TO QUALITY CUSTOMERS

Message

In an age when Credit begins to play an ever increasing role in Kenya, both in commercial and consumer sectors, the interpretation of customers in to credit values becomes a more vital function in any lending institution to achieve its goals and objectives.

In this context the art of granting credit and expertise required to administer the same, needs to be looked at more closely on an ongoing basis including consultancy in credit analyses and especially your 20% customers that contribute 80% of your business. Due to heavy demand from the lending sector the Kenya School of Credit Management comes in to give you second opinions before disbursing your loans.

- Who do you give a loan?
- How do you interpret information obtained from prospective customers into credit values?
- How do you arrive at a credit limit?

For more details and discussions please get in touch with us.

P. K. KAIRU

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