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Where Wall Street Meets Main Street

## **Educational Program Course Outline**

Course I: What Does the Credit Crunch Mean to Retailers?

**Date:** May 1, 2008  
**Time:** 2 pm – 4:00 pm Eastern Time

**Click Link to Register:** <https://www1.gotomeeting.com/register/583512161>

### **Overview**

(Subject to Change)

- 1) Discuss the causes for the recent credit crunch
- 2) What criteria do lenders look for in borrowers?
- 3) Why will lenders lend to a company with less than ideal credit profiles?
- 4) Impact on Retailers
  - a) Losing support of factors, insurers and other alternative financing
  - b) Tighter advance rates on borrowings
  - c) More restrictive covenants
  - d) Higher interest rates
  - e) Collateral
- 5) What is the impact on a retailer who has a proprietary credit card portfolio if default rates increase?
- 6) Do we expect an up-tick in strategic acquisitions as opposed to LBO's?
  - a) What impact will tighter credit have on financing strategic transactions?
  - b) Do we expect more all equity deals?
- 7) Which credits are at the most risk?