

Lorrie Wohlfeil Leads University of Lending, Equipping Credit Unions for Today's Lending Challenges

March 24, 2026 - Lending Solutions Consulting, Inc. (LSCI) announces that Lorrie Wohlfeil is leading the nationally recognized University of Lending, delivering practical strategies that help credit unions strengthen loan performance, improve decision-making, and better serve their members.

As economic pressures impact borrower behavior across all credit tiers, credit unions are facing increased risk, shifting repayment patterns, and growing demand for smarter lending solutions. The University of Lending addresses these challenges by equipping lenders, underwriters, and frontline staff with proven tools to analyze credit more effectively and make confident, well-structured loan decisions.

Wohlfeil continues the legacy of her father, Rex Johnson, whose philosophy transformed the way credit unions approach lending. Through a dynamic blend of real-world application, storytelling, and curated insights from Rex's teachings, she reinforces a core principle of the program: understanding the member beyond the credit report.

"Everybody pays somebody, but everybody doesn't pay everybody." — Rex Johnson

- Reading beyond the surface of the credit report to uncover true risk and opportunity
- Leveraging FICO® and VantageScore® insights, including trended data
- Applying "Beat the Clock Lending" to evaluate repayment likelihood
- Structuring subprime and debt restructure loans with greater confidence
- Strengthening interview and documentation skills to improve lending outcomes and cross-selling

Participants leave with practical tools they can implement immediately, resulting in stronger approvals, improved portfolio performance, and deeper member relationships.

"Lorrie brings energy, clarity, and real-world relevance to every session," said a recent attendee. "You walk away with tools you can use right away, not just theory."

About Lending Solutions Consulting, Inc.

Lending Solutions Consulting, Inc. (LSCI) is a premier consulting and training firm dedicated to helping credit unions improve lending performance, enhance member service, and drive sustainable growth. Through programs like the University of Lending, LSCI delivers practical, results-driven strategies that create immediate and lasting impact.

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