



# COMMUNITY BANKERS ASSOCIATION OF ILLINOIS

## Webinar – On-Demand Web Link

**Protecting the SBA Guaranty Start to Finish**  
**Wednesday, June 13, 2018**  
**2 - 3:30 p.m.**

The U.S. Small Business Administration's 7(a) loan program can be a valuable tool to help small business clients, while mitigating credit risk, reducing loan loss reserve requirements, and increasing profits. However, the SBA's conditional loan guaranty can be lost at any time in a loan lifecycle — from underwriting through liquidation. This webinar focuses on how all lending staff can ensure the SBA guaranty remains in place throughout the loan's lifecycle and provide easy steps to improve success of the 7(a) loan program.

### HIGHLIGHTS

- Four pillars of preserving the SBA guaranty
- National Guaranty Purchase Center process
- Consulting Lender's Servicing and Liquidation Matrix and SOP 50 57
- First steps in liquidating an SBA loan
- Case studies on SBA loans that resulted in denials or repairs of SBA guarantees

### TAKE-AWAY TOOLKIT

- 7(a) Guaranty 10 Tabs
- SBA Servicing and Liquidation Action 7(a) Lender Matrix
- Care and Preservation of Collateral (CPC) tabs
- Offer in Compromise tabs
- Employee training log
- Quiz you can administer to measure staff learning and a separate answer key

### DON'T MISS THIS RELATED WEBINAR!

**SBA Lending Update 2018: Trends, Regulations & Pending Changes on Wednesday, January 10, 2018**  
All webinars are available for six months after broadcast.

**Attendance verification for CE credits provided upon request.**

### WHO SHOULD ATTEND?

This informative session is designed for lenders, lending support staff, bank leadership, and executives involved in generating or overseeing SBA loans, including development, underwriting, closing, compliance, and workout officers.

### ABOUT THE PRESENTER

**Kimberly Rayer** is a partner in the law firm Starfield & Smith, PC, where she concentrates her practice on SBA lending programs, commercial financing, and other secured transactions. She represents lenders and lectures across the country on SBA closings and eligibility and compliance matters. Rayer is admitted to practice before the Supreme Courts of Pennsylvania and New Jersey and the Federal District Court for the Eastern District of Pennsylvania. In addition, she is a member of the American Bar Association and the National Association of Government Guaranteed Lenders (NAGGL) and was named as a Pennsylvania "Rising Star" by Philadelphia Magazine. She received a Bachelor's from Drexel University and a JD from the James E. Beasley School of Law, Temple University.

### THREE REGISTRATION OPTIONS

#### 1. LIVE WEBINAR

The live webinar option allows you to have one telephone connection for the audio portion and one Internet connection (from a single computer terminal) to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that allow entrance to the seminar. The session is approximately 90 minutes, including question and answer sessions. Seminar materials, including instructions, PIN number, and handouts are emailed to you prior to the broadcast. You need the most-current version of Adobe Reader available free at [www.adobe.com](http://www.adobe.com).

#### 2. ON-DEMAND WEB LINK\*\*

Can't attend the live webinar? The ON-DEMAND WEB LINK\*\* is a recording of the live event including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Within five business days following the webinar, you are provided with a web link that can be viewed anytime for the next six months. This link expires six months after the live program date.

#### 3. BOTH LIVE WEBINAR AND ON-DEMAND WEB LINK\*\*

Includes options 1 and 2 above.

**NEW! Listen to the on-demand web link on your iPad, iPhone, or Android. Instructions are emailed to you with the on-demand link.**

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**AFFORDABLE TRAINING, WHEN AND WHERE YOU CHOOSE.**

# REGISTRATION FORM

Protecting the SBA Guaranty Start to Finish Telephone/Webcast  
 Wednesday, June 13, 2018 2 - 3:30 p.m.

**Choose Your Training Option:**

Purchase (Check one)	Training Options <i>(Registration includes one location hook-up)</i>	CBAI Member	Prospective-Member*
	Live Webinar	\$275	\$475
	On-Demand Link**	\$275	\$475
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