



COMMUNITY BANKERS ASSOCIATION OF ILLINOIS

Webinar – On-Demand Web Link

Advanced Commercial Loan Documentation

Wednesday, October 25, 2017

2 - 3:30 p.m.

Commercial loans carry the most risk and technical requirements, and therefore receive the most examiner scrutiny. This webinar is designed to go beyond the basics. It provides a better understanding of protections and safeguards to implement when drafting loan and collateral security documents and underwriting the loan — and explain how to avoid the hazards. This must-attend webinar is for commercial lenders seeking more advanced training.

HIGHLIGHTS

- Identifying parties to the loan: Who needs to sign what? Know who owns, guarantees, and is authorized/required to sign which documents.
- Loan agreement covenants: When should more than boilerplate covenants be considered?
- Perfection of security interest: Different types of collateral (marketable securities, deposit accounts, life insurance policies, equipment and inventory, contracts or receivables, leases, etc.).
- Title insurance policies: Endorsements and exceptions.
- Subordination agreements: When to get them, what is actually being subordinated (repayment priority, lien position), and when to ask for subordination of loans to shareholders.
- Documenting commercial construction loans.
- Compliance hot spots in commercial lending.

TAKE-AWAY TOOLKIT

- Commercial loan documentation checklist
- Commercial real estate documentation checklist
- Employee training log
- Quiz you can administer to measure staff learning and a separate answer key

DON'T MISS THIS RELATED WEBINAR!

Required Compliance for Commercial Loans Secured by Real Estate on Tuesday, November 7, 2017

Attendance verification for CE credits provided upon request.

WHO SHOULD ATTEND?

This informative session is designed for commercial lenders, support staff, loan review staff, and auditors.

ABOUT THE PRESENTER

Ann Brode-Harner, Brode Consulting Services, Inc., began her career in 1973 and has continued her service as a consultant to regional and community financial institutions through a wide range of areas including strategic planning, lending, deposits, marketing, training, compliance, and management. Brode-Harner is a well-respected presenter and has spoken to audiences across the country for more than 25 years. She has presented sessions for numerous state associations and has taught at the School of Banking Administration at the University of Wisconsin, Madison, as well as many other state banking schools. Brode-Harner is the author of *The Bank Deposit Documentation Manual for Front-Line Personnel* published by Bankers Publishing Company, and is well represented in numerous industry publications.

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.

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

Advanced Commercial Loan Documentation Telephone/Webcast
Wednesday, October 25, 2017 **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
	Special Pricing for Live Webinar & On-Demand Link	\$375	\$575

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Material Delivery Options

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