



Collections & Bankruptcy



June 27, 2018
Springfield, IL

June 28, 2018
Lisle, IL

Introduction

The focus of this seminar is the quality control function of the credit process. We discuss techniques that have proven to be effective in dealing with past-due accounts. Our review of the bankruptcy procedures focuses on lenders' rights during bankruptcy. This includes the proper use of counsel and was to minimize the bank's losses.

Who Should Attend?

Collections personnel, loan review staff, loan operations staff, loan officers, loan assistants and branch managers would all benefit from attending this seminar.

This one-day seminar provides 6 hours of credit toward the prestigious Certified Community Lender designation

About the Presenter

What Others Have Said:

"Dave Kemp is a real class act. I feel the speakers covered good topics which pertain to daily lending and processing."

Rhonda Manship,
Loan Officer
First Robinson Savings Bank,
N.A., Robinson

"Dave Kemp is a great speaker and is extremely knowledgeable about the banking field."

Jennifer Bitter, AVP
First National Bank
of Litchfield

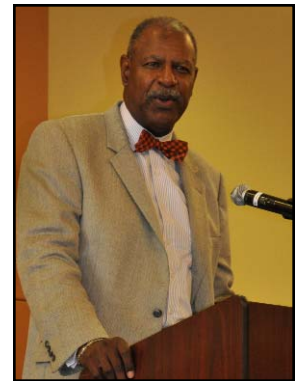
"David Kemp really keeps the class on their toes. Very good speaker and easy to understand."

Cathy Groleau,
Loan Officer
State Bank of Cherry

"Dave was a very interesting speaker and provided many real-life examples."

Ashlyn Smith,
Mortgage Loan Analyst
State Bank of Toulon

David Kemp, founder and president of Bankers Management, Inc., a financial management consulting and training firm in College Park, GA, leads this seminar. Prior to founding The Management Group, Inc., Kemp was vice president and director of credit services for Cannon Financial Institute, a nationally recognized training company located in Athens, Georgia. He has 20 years' experience in bank management in many areas of credit administration and new-business development.



Kemp

Kemp was vice president of corporate finance for Citicorp North America, and branch manager and commercial lender for the former First National Bank of Atlanta and Citizens and Southern National Bank. He also serves as visiting professor and guest lecturer to schools, colleges, and universities, including The Community Bankers School, sponsored by CBAI.

Key Topics

- Understanding of Chapters 7, 11 & 13
- Use of Collateral Cash
- The Concepts of Collateral Cash
- The Concepts of “Adequate Protection” and “The Automatic Stay”
- Write More Persuasive Collection Letters
- Identify Illegal Collection Practices
- Identify Strategies for Dealing with Collection Techniques
- Improve Telephone Collection Techniques
- Comply with the Fair Debt Collections Act



Registration Fees

Fees include hand-out materials, refreshment breaks, and lunch. An income-tax deduction may be allowed for educational expenses undertaken to maintain or improve professional skills.

Cancellation Policy

Registrants cancelling two days prior to each seminar receive 100% refund; one day prior, 50%; the day of the seminar, no refund. **All cancellations must be made in writing prior to the seminar day. Invoices and training materials will be sent to all “no shows.”**

CBAI MEMBER

One person.....	\$265
Two or more from same banking institution.....	\$245 each

****PROSPECTIVE-MEMBER**

One person.....	\$465
Two or more from same banking institution.....	\$445 each

CDD members receive a 10% discount.

***Only financial institutions/firms eligible for CBAI membership.*

Registration Form

COLLECTIONS & BANKRUPTCY

Please specify preferred date and location.

___ June 27, 2018, CBAI Headquarters, Springfield

___ June 28, 2018, Hilton Lisle/Naperville, Lisle

Please Print

Name of Bank _____

Address _____

City, State, Zip _____

Tel. No. _____

Name/Title _____

E-Mail _____

(E-mail address required for registration).

Name/Title _____

E-Mail _____

(E-mail address required for registration).

___ I have special needs, please contact me before the seminar.

Please select your payment method.

___ Check Enclosed

___ Check in Mail

___ Pay at Door

___ Credit Card*

**If you are paying by credit card, please fill out the following information.*

(Visa & MasterCard accepted).

Name as It Reads on Card _____

Company Name on Card _____

Billing Address of Card _____

Card Number _____ Exp. Date _____

Three-Digit Security Code _____



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www.cbai.com



Mail it in:
CBAI Education Department
901 Community Drive
Springfield, IL 62703-5184



Fax it in:
(217) 585-8738



Call it in:
(800) 736-2224 (Illinois only)
(217) 529-2265

Dates and Locations

June 27, 2018

SHAZAM Education Center
CBAI Headquarters
901 Community Drive
Springfield, IL 62703
217/529-2265

June 28, 2018

Hilton Lisle/Naperville
3003 Corporate West Drive
Lisle, IL 60532
630/505-0900

Agenda

Registration begins at 8:30 a.m. The seminar runs from 9 a.m. to approximately 4 p.m. Continental breakfast and lunch provided.

Continuing Education

CBAI is a registered Public Accounting Continuing Professional Education (CPE) provider of the Illinois Department of Financial and Professional Regulation.

For More Information

Tracy McQuinn, Senior Vice President
Valerie Johnston, Vice President
Melinda McClelland, Vice President
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& Special Events
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Vice President Chicago Area

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