



# COMMUNITY BANKERS ASSOCIATION OF ILLINOIS

## Webinar – On-Demand Web Link

### Securing Loans with Cash: Using Deposit & Brokerage Accounts to Reduce Loss Risk

Thursday, August 2, 2018

2 - 3:30 p.m.

Deposit accounts, certificates of deposit, brokerage accounts, and mutual funds can be used as loan collateral. Although that sounds simple, the only way to perfect a security interest is by taking possession of the account or obtaining a “control agreement” signed by three parties: the debtor, secured party, and institution holding the account. Simply filing a UCC-1 financing statement does not properly perfect your interest. Applicable to both consumer and business loans, these rules apply whether the borrower is pledging a certificate of deposit at your institution or a mutual fund or brokerage account held at another bank or brokerage firm. The control agreement must comply with UCC requirements. In addition, there are provisions that should be considered depending on whether your bank is the creditor taking a security interest or the depository that holds the account. This webinar includes a sample deposit account control agreement form that explains which provisions benefit the secured party versus those that benefit the institution holding the account.

#### HIGHLIGHTS

- How to obtain a security interest in deposit accounts, certificates of deposit, brokerage accounts, mutual funds, etc.
- Properly perfect your security interest
- Perfection by possession versus perfection by control agreement
- Necessary control agreement provisions, including those that benefit the secured party versus the institution holding the account
- Bank liabilities and responsibilities
- How to liquidate a deposit or brokerage account in the event of default
- Difference between a collateral security interest and a right of setoff to a deposit account

#### TAKE-AWAY TOOLKIT

- Sample control agreement form to perfect your security interest
- Employee training log
- Quiz you can administer to measure staff learning and a separate answer key

#### DON'T MISS THIS RELATED WEBINAR!

**How to Complete & File UCC-1 Financing Statements on Thursday, April 19, 2018**  
(All webinars are available for six months after broadcast).

[Attendance verification for CE credits provided upon request.](#)

#### WHO SHOULD ATTEND?

This informative session benefits loan officers at all levels, loan operations personnel, credit administration staff, and others involved in the credit process.

#### ABOUT THE PRESENTER

**Elizabeth Fast, JD, CPA**, is a partner with Spencer Fane LLP where she specializes in the representation of financial institutions. Fast is the head of the firm's training division. She received her law degree from the University of Kansas and her undergraduate degree from Pittsburg State University. In addition, she has a Master of Business Administration degree and she is a Certified Public Accountant. Before joining Spencer Fane, she was general counsel, senior vice president, and corporate secretary of a \$9 billion bank with more than 130 branches, where she managed all legal, regulatory, and compliance functions. She is a member of the Missouri State Banking Board by appointment of the governor.

#### 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.**

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# REGISTRATION FORM

**Securing Loans with Cash: Using Deposit & Brokerage Accounts to Reduce Loss Risk Telephone/Webcast**  
**Thursday, August 2, 2018 2 - 3:30 p.m.**

**Choose Your Training Option:**

<b>Purchase</b> (Check one)	<b>Training Options</b> <i>(Registration includes one location hook-up)</i>	<b>CBAI Member</b>	<b>Prospective-Member*</b>
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**Bank** \_\_\_\_\_

**Street Address** \_\_\_\_\_

**City/State/Zip** \_\_\_\_\_

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