

Commercial Loan Documentation

Webinar Series • July 20 & July 23, 2010, 1:30-3:30 CT



Everything a commercial loan officer should know about perfecting security interests on all types of collateral (except real estate), loan agreements, signature requirements, confirming exact names and more

This new, fast-paced seminar has been designed specifically to provide relevant, up-to-date and practical information to help commercial lending personnel create enforceable liens and other necessary documentation. It covers everything you need to know about loan documentation in support of commercial loan decisions. Both new and experienced personnel will find this program to be informative and filled with useful and effective loan documentation principles and practices. By banker request we have expanded this program to two sessions. You may attend either or both sessions.

Highlights

Part 1 - July 20, 2010

- How to perfect a security interest - the "structure" of Revised Article 9
- The most frequent errors in commercial loan documentation
- Perfecting liens on all kinds of collateral

Part 2 - July 23, 2010

- Guaranty agreements
- Loan agreements - purpose, use & content
- The importance of exact names
- Signature requirements
- Subordination agreements - purpose, use and content
- Collateral description language for security agreements and UCCs
- Use and purpose of terminations, continuations, amendments and assignments

Audience

This seminar will benefit commercial loan officers, commercial loan review personnel, senior note and credit department personnel, experienced commercial loan secretaries, credit analysts, management trainees and auditors.

CE Applied: 2.5 hours CLBB/CRCM/CPB with the Institute of Certified Bankers

Speaker

Bob Ullom has been teaching secured loan documentation for over 25 years. His fun and direct teaching style will be complemented by a handout that serves as a reliable, easy-to-use desk reference. Bob brings over 20 years of bank lending and management experience to this fast-paced program. Before becoming a speaker, Bob led two start up banks to profitable, sound status by applying the skills and ideas presented in this seminar. He teaches over 10,000 bankers annually in seminars in over 30 states on a variety of lending, management, sales and regulatory topics.

What is a Webinar?

A webinar is an online seminar featuring live audio and PowerPoint slides. **Everything is delivered through your PC.** No special hardware is needed; however, **speakers or headphones are required.** The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides 1 connection to the live webinar, written materials and access to the On-Demand Webinar for 30 days following the

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Registration Information and Form SW2-1067

Commercial Loan Documentation 1 July 20, 2010

Webinar/Materials (live hookup) \$250
On-Demand Webinar/Materials* \$270

Commercial Loan Documentation 2 July 23, 2010

Webinar/Materials (live hookup) \$250
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Mail: Mail completed form with check to Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749 by **10 days** prior to the event

Phone: Call Bankers Ed at 888-262-7701

Late Registration: Please register online when registering **2 days prior** to the event (credit cards & e-Checks accepted). Call 888-262-7701 for assistance.

Method of Payment (check one):

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