

Commercial Loan Documentation

Webinar Series • July 10 & July 13, 2009, 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



NORTH DAKOTA
BANKERS
ASSOCIATION

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 10, 2009

- 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 13, 2009

- Guaranty Agreements
- Loan Agreements - Purpose, Use & Content
- The importance of exact names
- Signature requirements

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 complete student 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 enhanced telephone seminar. The audio portion is delivered by speaker phone. You may also view a corresponding PowerPoint presentation using a PC. No special hardware is needed. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides 1 connection to the webinar, materials and access to the On-Demand Webinar for 30 days following the broadcast. You may have unlimited listeners on your connection by speaker phone and PC. You will receive a PIN, materials and instructions prior to

the seminar. If you do not receive a confirmation at least 2 days prior to the event call 888-262-7701.

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Registration Information and Form

SW2-1067

Commercial Loan Documentation 1

July 10, 2009

Webinar/Materials (live hookup) \$250

On-Demand Webinar/Materials* \$270

Commercial Loan Documentation 2

July 13, 2009

Webinar/Materials (live hookup) \$250

On-Demand Webinar/Materials* \$270

*Unlimited online access to a copy of the webinar for 6 months from purchase date

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Preferred Payment Method: Online or e-Check

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Four Ways to Register

Online: Visit ndba.com or bankersed.com/ndbankers/telephone.asp.

Fax: Fax completed form with credit card information to 512-381-1571

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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