

Loan Documentation 101



NORTH DAKOTA
BANKERS
ASSOCIATION

A Webinar Series for All Your Lenders and Support Staff

Loan Doc I *January 15, 2010, 1:30-3:30 CT*

The Basics: Obtaining Enforceable Liens Under UCC9

This first seminar in a series of three presents basic loan documentation principles and practices under Revised Article 9 for collateral other than real estate. Topics for discussion include:

- Perfecting a security interest (lien) under Revised Article 9
- UCC-1 filing requirements, including where to file and collateral description language
- Understanding how and why collateral "classifications" provide the basis of proper perfection of security interests
- How to perfect a security interest by using the "1-3-1 Approach"
- Critical issues and documentation requirements to consider when extending credit to individuals (including proprietorships), corporations and LLCs, including Article 9 **exact** name standards

Loan Doc II *January 29, 2010, 1:30-3:30 CT*

Lien Perfection: Getting it Right

Session II builds on the principles learned in Session I. Items covered include a variety of specific classifications of collateral, language description requirements for UCC and security agreements, terminations, assignments and releases. Purchase money security interests, collateral not owned by the borrower and other documentation topics are also discussed. Highlights include:

- Goods (tangible personal property): consumer goods, inventory, equipment and farm products
- Intangible Personal Property: accounts, instruments, investments, deposit accounts, chattel paper, documents, payment intangibles, commercial tort claims software, letter of credit rights and general intangibles
- Fixtures: These items are "weird", demanding and worth paying attention to

Loan Doc III *February 5, 2010, 1:30-3:30 CT*

Reviewing Collateral Files

This session presents a unique collateral documentation checklist that gives lenders the ability to quickly and effectively review collateral documentation for acceptability. There will also be a brief discussion of loan agreements, their purpose, use, role and content. The checklist focuses on:

- The nature and proper name of the borrower
- Authorization documentation for all kinds of borrowers
- The proper questions to be asked and answered related to each document and type of collateral

All sessions include ample time for questions and answers

Presenter

Bob Ullom, Veteran banker and nationally known bank educator will bring his perspective as president of two successful community banks, plus two decades drawing on the "real world" experiences of thousands of lenders nationwide to help you realistically deal with today's loan documentation challenges.

Audience

Bankers at all experience levels will find these programs helpful, informative and confirming.

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

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 Webinar Archive for 30 days following the broadcast. You may have unlimited listeners on your connection by speaker phone and PC. You will receive a PIN, written 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 SW2-1032

The Basics January 15, 2010

- Webinar/materials (live hookup) \$250
- On-demand webinar/materials* \$270

Lien Perfection January 29, 2010

- Webinar/materials (live hookup) \$250
- On-demand webinar/materials* \$270

Collateral Files February 5, 2010

- Webinar/materials (live hookup) \$250
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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.

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Seminar Content Questions: Contact NDBA at (701) 223-5303.