

Commercial Construction Lending

Webinar • September 24, 2010, 1:30-3:30 pm CT

NOW is the time to prepare for a resurgent construction lending environment. This program will help bankers manage construction lending risk with prudence, thoroughness, discipline, and efficiency.

The economy *will* improve. Housing and commercial construction *will* lead us out of the current recession. Construction lending is primarily about risk management. This program will help new and experienced bankers manage construction lending risk with prudence, thoroughness, discipline, and efficiency. **NOW** is the time to prepare for a resurgent construction lending environment.

Highlights

- Project feasibility and economic necessity
- Financial and credit underwriting
- Lien, insurance, and other documentation requirements, concerns, and pitfalls
- Loan structuring for effective monitoring of progress
- Necessity, content, and negotiation of loan agreements
- Pre-closing requirements
- Requirements for funding/draws
- Monitoring requirements and procedures
- The importance of discipline at all stages of the process as a risk management tool

Speaker

Bob Ullom has spent most of his 36-year career in commercial bank management, with primary focus on commercial lending, organizational growth, planning, and structure. As president/CEO of two start-up banks, he led both growth-oriented organizations to profitable, sound status. In 1989, RV Ullom & Company was founded with the mission of providing practical, and real-world training to the financial industry. Ullom currently provides training for state banker associations and individual banks in over 35 states.

Audience

Branch managers, mortgage lenders, and loan processors. Both new and experienced construction lenders will benefit.

CE Applied: 2.5 hours of CLBB/CPB credit with the Institute of Certified Bankers
CE Awarded: 2 hours of credit with the Texas State Board of Public Accountancy

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