

Commercial Loan Documentation

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 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 Awarded: 2 hours with the Texas State Board of Public Accountancy

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?

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SW2-1067

Part 1 - Commercial Loan Documentation

July 10, 2009

Webinar/materials (live hookup) \$260 mem \$510 nomem
 On-Demand Webinar* \$275 mem \$545 nomem

Part 2 - Commercial Loan Documentation

July 13, 2009

Webinar/materials (live hookup) \$260 mem \$510 nomem
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