

Commercial Lending School



When

April 22-26, 2019

For the full agenda visit the website!



Where

School Location

Arkansas Bankers Association
1220 W. 3rd Street | Little Rock

Accommodations

Hilton Garden Inn Little Rock Downtown
322 Rock Street | Little Rock
(501) 244-0044 or (844) 519-4718

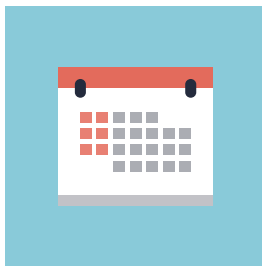
Group rate: \$119 per night, plus applicable room tax.

Group code: n3197385



How to Register

Log on to www.arkbankers.org/ABA/Schools/CommercialLending.aspx and click the register button.



Topics of Discussion

Monday, April 22

- Orientation
- Foundation Concepts in Lending
- Understanding the Borrower's Business
- Lunch
- Assessing the Risks Facing the Borrower
- Evaluating Management
- Networking & Welcome Dinner

Tuesday, April 23

- Assessing Borrower Financial Performance
- Lunch
- Dinner on your own

Wednesday, April 24

- Assessing Borrower Financial Performance
- Lunch
- Protecting Future Performance
- Loan Structure and Support
- Dinner on your own

Thursday, April 25

- Responsible Commercial Real Estate Lending
- Lunch
- Effective Relationship Management
- Identifying and Managing Problem Loans
- Dinner on your own

Friday, April 26

- Establishing Credit Discipline
- Test Review

Prerequisites

- A minimum of 1 year of experience in commercial lending, or a minimum of 1 year in credit administration in a bank, or 5 years of banking experience
- Completion of high school (completion of a 4-year college degree program desirable)
- Successful completion of courses in Commercial Lending, Analyzing Financial Statements, and Economics; or equivalent coursework; or demonstrated knowledge

Graduation Requirements

- Attendance at all structured lecture and case study sessions
- A minimum score on daily quizzes and the post-test
- Completion of all additional assignments that may be required by the faculty



Who Should Attend

- Commercial Lenders
- Credit Administration



Contact Us

Professional Development Department
(501) 376-3741
kami.coleman@arkbankers.org

Quickly earn 32 Continuing Professional Education Credits with this school!




Why attend this School?

- Build a strong foundation for your lending career with an overview of the basics, credit, and loan evaluation
- Key in on how better understand your customer's business, and the external risk factors they face
- Learn what it takes to properly structure, support, and maintain a commercial loan
- Find out how to mitigate problem loans and establish credit discipline
- Establish a network of peer lenders for continued support

Pricing

ABA Members
Entire School: \$1,625 ; After March 25: \$1,875

Non-Members
Entire School: \$3,250 ; After March 25: \$3,750




John Cochran
*Cochran Associates, LLC
Jefferson City, Missouri*

John Cochran has served in various lending and senior management positions including President and CEO of a community bank.

To date, he has presented lending seminars for many state banking associations and annually participates in several commercial lending schools as a principal instructor or sole presenter. He is also a member of the Pacific Coast Banking School where he presents a series of lectures on the topic of credit risk management.



Ron Rushing
*Rushing Consulting Group, LLC
Sparta, Missouri*

Ron Rushing is the President of Rushing Consulting Group, LLC in Sparta, Missouri where he conducts

credit training services and advises banks on credit risk management issues. He has served as a safety and soundness examiner, as a commercial loan officer for a large commercial bank, and as Chief Credit Officer for a regional bank in southwest Missouri.



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Commercial Lending School



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