ARKANSAS BANKERS ASSOCIATION

SECURED LOAN DOCUMENTATION

September 24, 2020 **8:45 a.m. - 3:00 p.m.**

SECURED LOAN DOCUMENTATION

Watch this proactive webinar and receive a thorough overview of commercial lending loan documentation with an emphasis on "secured" transactions. Basic business structure, loan structure, and loan support will be highlighted along with a review of "secured" loan documentation including promissory notes (signature requirements, authority & capacity, confession of judgment clause, jury waiver, and arbitration agreement).

This portion of the webinar will also cover business loan agreements, security agreements, UCC financing statements (Article 9), Small Business Jobs Act certificates, and other supporting documents including corporate resolutions, guarantees, and Reg B notices.

Additionally, the related concept of Commercial & Industrial (C&I) lending will be covered including documenting secured working capital lines, ABL facilities, and equipment financing (loans/leases). This section will further review the Borrowing Base Certificate (BBC) and the valuation and quality of accounts receivable, inventory and equipment.

The webinar will also analyze the use of the BSA Loan Rating Matrix, Collateral Rating Matrix, and C&I Borrower Rating Matrix. The session will be summarized through a hands-on comprehensive equipment loan documentation case study.

COURSE OBJECTIVES

1. Be introduced to secured commercial loan documentation
2. Review basic business structure, loan structure, and loan support
3. Highlight "secured" loan documentation including promissory notes, security agreements, and guarantees
4. Discuss related concept of C&I lending including "secured" working capital lines, ABL facilities, and equipment financing and also cover the BBC and inventory and equipment issues
5. Analyze the Loan, Collateral, and Borrower Matrixes
6. Explore a comprehensive equipment loan documentation case study

WHO SHOULD ATTEND

- Commercial Lenders
- Credit Analysts
- Private Bankers

LED BY

David L. Osburn, MBA, CCRA, is the founder of Osburn & Associates, LLC, a Business Training and Contract CFO Firm that provides seminars, webinars, and keynote speeches for bankers, CPAs, credit managers, attorneys, and business owners on topics such as Banking/Finance/Credit, Negotiation Skills, Marketing, and Management Issues.

WHERE

Comfort of your desk–One connection for your bank means training opportunities for multiple employees

REGISTRATION FEES

ABA Members:
Registration Price: $340 for first connection; $99 for each additional connection

Non-Members:
Registration Price: $440 for first connection; $99 for each additional connection

Note: Please contact Kami Coleman at *kami.coleman@arkbankers.org* for additional connection registrations.

Each site license entitles you to one phone and one Internet connection at one location. An unlimited number of your employees may attend at that location. You must provide an e-mail address in order to receive webinar instructions.

CANCELLATION

Full registration fees will be refunded if a cancellation is received before September 10. No refunds will be given for cancellations made after September 10. All cancellations must be submitted in written format prior to the event.

VIRTUAL LIVE FORMAT

Attendees will need Internet access and a standard web browser to join this video and web conferencing. You will receive your log-in information and any material for the session via e-mail approximately one week prior to the event. Unlike a short lecture webinar, this webcast will be interactive between David Osburn and the entire class using the Power Point presentation as a guide. The phone lines will remain open and dialogue will be on-going throughout the session. David will begin the session at 9:00 a.m. CT, with a 30-minute lunch from Noon to 12:30 p.m. CT, and the session will conclude at 3:00 p.m. CT. There will also be short breaks throughout the event. If you need additional information, please contact the ABA Professional Development Department at (501) 376-3741.

Arkansas Bankers Association Professional Development Department

1220 West Third Street | Little Rock, Arkansas 72201 | (501) 376-3741 | www.arkbankers.org

SECURED LOAN DOCUMENTATION September 24, 2020

REGISTRATION INFORMATION

Registrant #1 Name ____________________

Title ____________________

Email ____________________

Registrant #2 Name ____________________

Title ____________________

Email ____________________

Registrant #3 Name ____________________

Title ____________________

Email ____________________

Bank/Company ____________________

Address ____________________

City ____________ **State** ______ **Zip** ________

Billing Contact ____________________

Phone ____________________

PAYMENT INFORMATION

Charge my: ❐ Mastercard ❐ Visa ❐ American Express ❐ Discover

Account Number ____________________

Name on Card ____________________

Expiration Date ____________ **CSC Number** ____________
(3-digit security code on back of your card)

If you would prefer to give us your credit card information over the phone, please call the ABA Professional Development Department at (501) 376-3741. Please do not email credit card information.

Note: Non-Members must pay with credit card or check prior to the event.

Email: kami.coleman@arkbankers.org
Fax: (501) 376-9243

Mail: Check Payable to
Arkansas Bankers Association
Professional Development Department
1220 West Third Street
Little Rock, AR 72201

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