

A background image showing a close-up of several hands holding pens, poised over a small architectural model of a multi-story building. The scene is set in a professional office environment.

Commercial Real Estate Lending in Today's Economy

This webinar will begin with a review of commercial real estate including types of properties and demand/supply in the current market.

The session will then cover the entire loan process by which a commercial real estate (CRE) loan is marketed, underwritten, approved, documented, closed, and monitored. The process will include a discussion of CRE underwriting techniques and loan documentation issues.

Additionally, strategies to handle a problem CRE loan will be addressed.

Objectives:

- Review commercial real estate including types of properties and demand/supply in the current market
- Gain an understanding of how banks process CRE loans
- Learn the steps of marketing, underwriting, approving, documenting, closing, and monitoring a CRE loan
- Cover CRE loan underwriting techniques and documentation issues
- Address problem CRE loan issues

When:

October 26, 2026
9:00 a.m. - 3:00 p.m.

Where:

The comfort of your desk.

Who Should Attend:

Commercial lenders, credit analysts, loan documentation specialists, relationship managers, branch managers, private bankers, and business development officers

ABOUT THE INSTRUCTOR



David L. Osburn is the founder of Osburn & Associates, LLC, a Business Training and Contract CFO Firm that provides seminars, webinars, and keynote speeches for bankers, CPAs, attorneys, credit managers, and business owners on topics such as Banking/Finance/Credit, Negotiation Skills, Marketing, and Management Issues. Mr. Osburn's Contract CFO clients include medical practitioners, financial institutions, law firms, CPA firms, architects, real estate developers, and contractors. His extensive professional background encompasses 26 years as a Business Trainer/ Contract CFO and 16 years as a Bank Commercial Lender including the position of Vice President/ Senior Banking Officer. His banking credentials include loan underwriting, loan "work-out," management, and business development.

REGISTRATION FEES

ABA Members:

Registration Price: \$390

Non-Members:

Registration Price: \$780

NOTE

Registration fees are per person, not connection. Please register each person in attendance separately.

CANCELLATION

Full registration fees will be refunded if a cancellation is received before October 12. No refunds will be given for cancellations made after October 12. 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. They will receive an email with a link to join the virtual meeting, handouts, and any additional information a few days before the event.

You do not need your own Zoom account. You will use the link, meeting ID and password we provide.

- You can log in on a desktop computer, laptop or download the Zoom app on your smart device.
- Internet access
- Audio on computer or a phone line

COMMERCIAL REAL ESTATE LENDING IN TODAY'S ECONOMY

OCTOBER 26, 2026

Bank/Company Name _____	Phone _____
Registrant Name _____	Title _____ E-mail _____
Registrant Name _____	Title _____ E-mail _____
Address _____	City _____ State _____ Zip _____
Registration Contact _____	Phone _____ E-mail _____

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)

Billing Zip Code _____

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

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

Email: marketing@arkbankers.org

Fax: (501) 376-9243

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

ABA USE ONLY:

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