2020 Commercial Lending School

When
September 21-25, 2020
Visit the website for the full agenda!!

Where
Arkansas Bankers Association
Professional Development Training Center
1220 W. 3rd Street | Little Rock

Accommodations
This event will be held at the Arkansas Bankers Association. Should you need a hotel room reservation, a Local Negotiated Rate (LNR) has been reserved for your convenience at the following hotels. The LNR is based on hotel availability, and you are responsible for all hotel room charges.

Hilton Garden Inn Downtown | (501) 244-0044
Group Rate: $122 | Group Code: 3197385

Downtown Marriott Little Rock | (501) 906-4000
Group Rate: $159 | Group Code: A5698

Topics of Discussion

Monday, September 21
- Registration & Continental Breakfast
- Orientation
- Foundation Concepts in Lending
- Understanding the Borrower’s Business
- Lunch
- Understanding the Borrower’s Business (continued)
- Assessing the Risks Facing the Borrower
- Evaluating Management
- Networking & Welcome Dinner

Tuesday, September 22
- Continental Breakfast
- Assessing Borrower Financial Performance
- Lunch
- Assessing Borrower Financial Performance (continued)
- Dinner on your own

Wednesday, September 23
- Continental Breakfast
- Assessing Borrower Financial Performance (continued)
- Lunch
- Protecting Future Performance
- Loan Structure and Support
- Dinner on your own

Thursday, September 24
- Continental Breakfast
- Responsible Commercial Real Estate Lending
- Lunch
- Responsible Commercial Real Estate Lending (continued)
- Effective Relationship Management
- Identifying and Managing Problem Loans
- Dinner on your own

Friday, September 25
- Continental Breakfast
- Establishing Credit Discipline
- Test Review & Test

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
- Participate in case study work
- A minimum score on daily quizzes and the post-test
- Completion of all additional assignments that may be required by the faculty

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

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 (CPE) Credits with this school!

Why attend this School?

- Develop an understanding of your bank’s risk appetite, risk tolerance, risk culture, and the risks assumed in the loan portfolio
- Introduced to foundation concepts underlying the lending function in a bank, the lender’s role, and a framework for assessing a borrower’s credit worthiness
- Introduced to key lending concepts including the loan evaluation process, the 5 Cs of credit, the loan evaluation equation, and four key lending questions
- 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
- Develop an understanding of relationship banking — how to meet multiple customer financial needs profitably
- And much more!

Pricing

ABA Members

Early Pricing: $1,700
After August 24: $1,950

Non-Members

Early Pricing: $3,400
After August 24: $3,900

Learn more at www.arkbankers.org/ABA/Schools/CommercialLending.aspx