

Commercial Real Estate Loan Documentation

Webinar • September 10, 2010, 1:30-3:30 CT



A comprehensive overview of key documents and requirements, along with best practices in commercial real estate documentation

Commercial real estate lending is a current "hot" topic and source of significant problem credits. This **new** seminar deals with most frequent mistakes and oversights plus key issues involved in sound commercial real estate lending. Experienced lenders will find the material covered to be a beneficial review, while less experienced commercial real estate bankers will benefit from a strong foundation in the purpose, timing, use and legal aspects of commercial real estate documents.

Participants will receive a complete handout that will serve as a useful daily reference after the program.

Highlights

- Appraisal requirements and regulator guidelines
- Creating liens:
Notes, Mortgages and Deeds of Trust
- Legal descriptions
- Purchase and sale agreements
- Surveys, title commitments and title insurance, property and casualty insurance
- Environmental risk management guidance
- Flood regulations
- Construction lending demands and requirements
- Essential loan administration:
Loan agreements and monitoring requirements.

Audience

The program is intended for anyone involved in commercial real estate lending including loan officers, loan assistants, secretaries, loan administration and review personnel and compliance personnel.

CE Applied: 2.5 hrs./session CLBB/CPB with the Institute of Certified Bankers

Speaker

Bob Ullom - the program will be presented by Bob Ullom, nationally known banking educator. Bob has been teaching loan documentation for more than 30 years. He has a fun and direct teaching style which has been developed over a 40 year banking career during which he served as president of two fast growing and profitable start-up banks. Bob has taught over 10,000 bankers annually in more than 35 states.

What is a Webinar?

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Registration Information and Form **SW2-1295**
Commercial Real Estate Loan Documentation **September 10, 2010**

Webinar/materials (live webinar) \$250
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Three Ways to Register

Online: Visit ndba.com or bankersed.com/ndbankers/telephone.asp.

Mail: Mail completed form with check to Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749 **10 days prior** to the event

Phone: Call Bankers Ed at 888-262-7701

Late Registration: Please register online when registering **2 days prior** to the event (credit cards & e-Checks accepted). Call 888-262-7701 for assistance.

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