



Collections & Bankruptcy

October 12, 2016 ▪ 9:00am - 4:00pm
The Bankers Center ▪ Baton Rouge, LA

The focus of this workshop is the quality control function of the credit process. We will discuss techniques that have proven to be effective in dealing with past due accounts. Also covered will be information on collection letters and the overall collection process. Our review of the bankruptcy procedures will focus on lenders' rights during bankruptcy. This will include the proper use of counsel and ways to minimize the bank's losses.

Workshop Topics

- ◆ Understanding Bankruptcy Chapters 7, 11 & 13
 - ◆ Use of collateral cash
- ◆ The concepts of "Adequate Protections" and "The Automatic Stay"
 - ◆ Write more persuasive collection letters
 - ◆ Identify illegal collection practices
- ◆ Identify strategies for dealing with collection techniques
 - ◆ Improve telephone collection techniques
 - ◆ Comply with the Fair Debt Collections Act

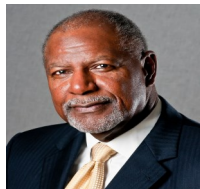
Who Will Benefit

Collection personnel, loan review staff, loan operations staff,
loan officers, loan assistants and branch managers

Registration Fee

\$250, per LBA member
\$450, per non-member

Workshop Instructor



David L. Kemp is president of Bankers Management, Inc. formerly The Management Group. Prior to forming BMI, he served as vice president, director of credit services for Canon Financial Institute in Athens, Georgia. His areas of expertise include commercial lending, consumer lending, workouts, and director responsibilities.