



Collections & Bankruptcy

October 10, 2017 ▪ 9:00am - 4:00pm
The Bankers Center ▪ Baton Rouge, LA

This class was originally scheduled for October 13 but was changed to October 10 due to an unforeseen conflict with the speaker's schedule.

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.



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Registration Form

Please make copies of this form if more connections are needed.

Registrant 1

Mr./Mrs./Ms. _____
 Bank _____
 Email Address _____
 Branch Street Address _____
 City, State, Zip _____
 Phone _____
 Fax _____

Registrant 2

Mr./Mrs./Ms. _____
 Bank _____
 Email Address _____
 Branch Street Address _____
 City, State, Zip _____
 Phone _____
 Fax _____

Payment Options

- Check (Made payable to the Louisiana Bankers Association)
- Visa MasterCard American Express

Card # _____ Expiration Date _____
 Credit Card Billing address _____
 Name on Card (Please Print) _____
 Signature _____ Amount to be Charged on Card \$ _____

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

- I am unable to attend. Please send me _____ copies of the manual for :
 - \$175 (member fee)
 - \$375 (non-member fee)
 (includes shipping and handling)

***Manuals will be shipped after the seminar.**

This training will be covered under SBET (Small Business Employee Training Program). Please provide an email address on the line below to receive the necessary documentation for reimbursement:

***Please Note: Manual not eligible for SBET funding.**

Location

The Bankers Center
 5555 Bankers Avenue
 Baton Rouge, LA 70808
 225-387-3282

Agenda

8:45 a.m. Registration
 9:00 a.m. Program Begins
 12:00 p.m. Lunch
 4:00 p.m. Program Adjourns

Registration Fee

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

Cancellation Policy

Due to commitments we must make to secure a class, we need your help. If you must cancel your registration, please do so at least 3 business days prior to the seminar date to avoid a \$125 cancellation fee. Any registrant who does not cancel will be billed the full registration fee and sent the manual. Substitutions are welcome at no additional charge.

Hotel Information

Residence Inn by Marriott - Towne Center at Cedar Lodge
 7061 Commerce Circle, Baton Rouge, LA 70809
 For reservations, call (225) 925-9100 and ask for the "Louisiana Bankers Association special room rate of \$122."

Candlewood Suites

5353 Bankers Avenue, Baton Rouge, LA 70808
 For reservations, call (225) 925-3353 and ask for the "Louisiana Bankers Association special room rate of \$89 by mentioning the rate code IX3UX." [Click here](#) to book online.

Submit registration and view rosters in the Education Section of LBA's Website, www.lba.org