



# Consumer Lending School

July 13 & 14, 2017 ▪ 9:00am - 4:00pm  
The Bankers Center ▪ Baton Rouge, LA

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This two-day school has been developed for those who are charged with organizing and managing consumer loans and will address credit decision-making as well as the human relations aspect of lending. The school includes case studies and role playing to acquaint you with effective interviewing skills and to improve your credit decisions. The school also includes discussion on the concepts of secured lending and an analysis of decision-making.

## School Topics

- Loan approval processes and systems
- Reading and understanding credit reports
  - Required documentation
  - Lending to the self-employed
    - Business development
- The impact of credit scoring on your credit decisions
  - Basic loan documentation

**Please bring a basic, standard (non-financial) calculator**

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## Who Will Benefit

Loan officers, loan review officers, loan department support staff, audit personnel, and anyone else involved with the lending process

## Registration Fee

\$375, per LBA member

\$675, 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

For additional registrations, make copies of this form

### 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 \$ \_\_\_\_\_

- ☐ I am unable to attend. Please send me \_\_\_\_\_ copies of the manual for :  
☐ \$300 (member fee) ☐ \$500 (non-member fee)  
(includes shipping and handling)

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

### Registration Fee

\$375, per LBA member

\$675, per non-member

☐ 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 for both days

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

### Registration Fee

\$375, per LBA member

\$675, 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 \$175 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."

**Submit registration and view rosters in the  
Education Section of LBA's Website, [www.lba.org](http://www.lba.org).**