



Collections & Bankruptcy (Virtual)

This program has been changed to a virtual program through Zoom.

September 15, 2020 ▪ 9:00am - 4:00pm

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

Special Assets and collection personnel, loan review staff, loan operations staff, loan officers, loan assistants and branch managers

Registration Fees

Member Fee for Virtual Live Seminar OR **Non-Member Fee** for Virtual Live Seminar
 Virtual Seminar Recording: \$265 OR Virtual Seminar Recording \$465

Please note: If you participate in the live virtual seminar, we will email a certificate to you following the program. Certificates will only be emailed to registered attendees. If you opt for the recording, we will not be able to provide a certificate because we will not be able to track attendance.

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

Registrant 1

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

- I will participate in the Live Virtual Seminar
 I would like to receive the Seminar Recording

Member Fee for Virtual Live Seminar OR
 Virtual Seminar Recording: \$265

Registrant 2

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

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Non-Member Fee for Virtual Live Seminar OR
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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 \$ _____

- 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: Recordings not eligible for SBET funding.

Agenda

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

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