



Lending Compliance (Virtual Seminar)

Will include up to the minute COVID-19 guidance

May 12, 2020 ▪ 9:00am - 4:00pm

Key factors of understanding the March 22, 2020 Interagency Statement on Loan Modifications for businesses impacted by the Coronavirus and the most **current guidance** will be included in this class. These topics include:

- What does “working prudently with borrowers” mean?
- What are the best practices of loan modifications, documenting the ability to repay, impacts of RESPA servicing rules, flood insurance requirements?
- How should delinquent loans be reported?
- How should real property inspections be handled?
- What are the expected impacts to appraised value?
- What is a troubled debt restructuring (TDR)? When is it required?
- What type of documentation should be required for justifying an accommodation for the borrower?
- What are some RED FLAGS for Fair Lending in this process?
- More employees will work remotely. This increases the RISK for security breaches and potential fraud. WHAT CONTROLS MUST BE IN PLACE?
- What are FOUR important Action steps that should be taken?
- What are some of the best options to work with borrowers?

What are the latest “hot buttons” in lending compliance? Learn what’s new, what’s proposed, and what changes need to be made to loan policy, underwriting practices, loan disclosures, loan documentation, and fair lending documentation. This seminar will explain the lending process from application through closing for both consumer and commercial loans. This seminar is designed to explain the major lending regulations in terms that are **easy to understand**.

Sweeping HMDA changes continue to be challenging. ***How well has your bank handled the data elements that are in the complex rules? Do you know which data fields may be “exempt” from reporting for banks that meet the threshold limits?*** Attend this session and receive several handouts, tools, and power point files explaining the new rules and suggestions for an effective internal control program*.

Practical suggestions are included to help manage lending compliance issues. Additional resources include many of the key model disclosures from Regulation Z and Regulation B; Flood Notices; RESPA issues and counseling notices, HMDA data collection tips, and suggestions for following the CFPB changes. A matrix for 28 types of Real Estate secured loans and a list of requirements Regulation B, RESPA, Regulation Z, HMDA, and Flood.

What you will learn:

- What violations do examiners cite most frequently in lending compliance exams?
- Loan application basics for consumer and commercial loans, including requirements for applications secured by real estate.



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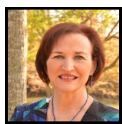
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- What are the current “red flags” in Fair Lending? This section includes a review of recent enforcement actions, consequences of violations, and tips to avoid fair lending pitfalls.
- Overview of the required basic disclosures by each lending regulation, with special emphasis in the following:
 - Application requirements BY each of the lending regulations.
 - Military Lending Act requirements and SCRA (Service Members Civil Relief Act). Banks should expect more regulatory oversight for these rules.
 - Overview of Regulation Z requirements
 - Review of Flood Insurance issues including private flood insurance and required disclosures and coverage calculations; learn how to avoid flood violations that have civil money penalties.
 - Reg O Basics
 - Proposed CRA changes
 - HMDA recap of coverage, required and exempt data fields, common violations, and tools for data integrity.
 - Special concerns about credit report accuracy, permissible purpose, and handling disputed reporting under the Fair Credit Reporting Act.
 - Overview of Beneficial Ownership requirements and impacts to lending for loans made to a “legal entity” (corporations, LLCs, partnerships, etc.)
 - Practical tips to avoid costly fines and lending compliance violations
- ◊ **BONUS - Tools to help manage the current rules and important changes**
- ◊ Participants will receive links to helpful tools that **include the power point file from class** (that you can use for training & review)
- ◊ “Cheat Sheets” to help simplify compliance with several lending regulations.

Who Will Benefit

This seminar is designed to explain the basic requirements for lending compliance in terms that someone new to lending compliance can understand. It will also be an effective review for experienced lending personnel and employees who are responsible for an effective compliance management system. NOTE: The majority of the HMDA topic will be presented at the *end of the* session since not all banks are required to report HMDA data. All lenders and loan support personnel, auditors and compliance officers.

Workshop Instructor



Susan Costonis is a compliance consultant and trainer. She specializes in compliance management along with deposit and lending regulatory training. Susan has successfully managed compliance programs and exams for institutions that ranged from a community bank to large multi-state bank holding companies. She has been a compliance officer for institutions supervised by the OCC, FDIC and Federal Reserve. Susan has been a Certified Regulatory Compliance Manager since 1998, completed the ABA Graduate Compliance School and graduated from the University of Akron and the Graduate Banking School of the University of Colorado. She regularly presents to financial institution audiences in several states and “translates” complex regulations into simple concepts by using humor and real life examples.



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Registration Form

(For additional registrations, please make copies.)

Registrant 1

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

Registrant 2

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

Registration Fees:

Participation in Virtual Seminar + Recording

(link to recording will be sent after 5/12 seminar)

LBA Member \$265
 LBA Non-Member \$465

On Demand Recording

not participating in virtual seminar

(link to recording & materials will be sent after 5/12 seminar)

LBA Member \$265
 LBA Non-Member \$465

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 printed manual for :
 \$190 (member fee)
 \$390 (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: Manuals not eligible for SBET funding.

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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.