



2021 Commercial Lending School

June 29 - July 1, 2021 ■ 9:00am - 4:00pm (each day)
The Bankers Center ■ Baton Rouge, LA

Register early: Limited registrations due to social distance restrictions.

This school is designed to provide the Commercial Lender, Senior Loan Support Officer, or Loan Review Officer with the tools required to generate and support the commercial lending function of the bank. The class will build the skills required to support the analysis of commercial borrower's financial statements and to support the regulatory requirements for risk management. Relationship banking requires the modern commercial lender to possess top notch business and analytical skills. The proper management of the commercial portfolio is one of the requirements of today's lenders. This is in part accomplished by the proper application of the bank's risk rating system. The documentation of the loans from credit memo writing to closing documents is an expected responsibility of the loan officer.

The school will include the following topics and more:

- Current industry trends
- Regulatory requirement
- Review of accounting
- Ratio Analysis
- Cash flow analysis
- Borrowing causes
- Documentation requirements
- New business development

The school will use a combination of lecture and case studies.

Location

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

Important Things to Remember

- Please bring a basic, standard (non-financial) calculator to each class to work through the mathematics of the exercises.
- Dress for the program is casual. To ensure your comfort, bring a light jacket.

Who Should Attend

This school is designed for commercial loan officers, senior loan support officers, loan review officers, department managers, branch managers, senior loan processors and all other interested lending department personnel.

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

Register early: Limited registrations due to social distance restrictions.

Registrant 1

Registrant 2

Mr./Mrs./Ms. _____

Mr./Mrs./Ms. _____

Bank _____

Bank _____

Email Address _____

Email Address _____

Branch Street Address _____

Branch Street Address _____

City, State, Zip _____

City, State, Zip _____

Phone _____

Phone _____

Cell _____

Cell _____

Payment Options

Check (Made payable to the Louisiana Bankers Association)

Visa MasterCard American Express

Card # _____ Expiration Date _____

Credit Card Billing Address: _____ Amount to be charged on card \$ _____

Signature _____ Name on Card (Please Print) _____

Registration Fee

\$550, per LBA member
\$850, per non-member

I am unable to attend.

Please send me _____ copies of the manual

\$475 (member fee) \$675 (non-member fee)

***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.

Location

The Bankers Center
5555 Bankers Avenue
Baton Rouge, LA 70808
225-387-3282
225-343-3159 (Fax)

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 \$255 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.

Registration Fee

\$550, per LBA member
\$850, per non-member

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 **\$127.**"

Agenda (each day)

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