



Asset Based Lending

February 23, 2010, 12:30 - 2:30 p.m. (MT)



In a recovering economy, small to medium sized businesses need growth financing. This webinar provides a better understanding of the disciplines required to establish and operate asset-based revolving lines of credit in a demanding and competitive marketplace.

In a recovering economic environment, small to medium sized businesses need growth financing. Banks, many with unusually high levels of problem loans, are often reluctant to meet working capital requests. Traditional working capital lines are too frequently administered without discipline, monitoring, regular financial reporting and ratio requirements, loan agreements, borrowing bases, etc.

The purpose of this new webinar is to develop better understanding and focus on the disciplines required to establish and effectively operate asset-based revolving lines of credit in a demanding and competitive commercial credit marketplace.

Highlights

Upon completion of the program participants will understand:

- How to underwrite, document and effectively operate an asset based line of credit that will fit within the framework of your bank's loan policy.
- Asset based lending as a significant marketing and growth opportunity.
- Required care and diligence.
- Loan policy considerations.
- Asset based lending versus your bank's risk/reward ratio.
- Credit, documentation and procedural requirements necessary to operate an asset based line of credit.

This seminar will also challenge each banker to consider whether existing or "normal" practices related to working capital lines of credit provide adequate risk management.

Speaker

Bob Ullom is a nationally known banking educator who has taught more than 100,000 bankers on a nationwide basis over the past 20 years. His fun and direct teaching style will be complemented by a complete handout, including forms, which will serve as a reliable, easy to use reference. Bob has served as founding president of two fast-growing and profitable start-up banks and brings 40 years of CPA and commercial lending experience to this important program.

Audience

The target audience for this program includes new and experienced loan officers, credit analysts, loan review and loan administration personnel.

CE Applied: 2.5 hours CPB/CLBB with the Institute of Certified Bankers

What is a Web Seminar?

A web seminar is an enhanced telephone seminar. The audio portion of the program is delivered by speaker phone. You may also view a corresponding PowerPoint presentation using a PC. No special hardware is needed. You may still participate by phone only. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each web seminar registration provides one connection to the live web seminar, written materials and access to the Web Seminar Archive for 30 days following the broadcast. You may have unlimited listeners on your connection by speaker phone and PC. You will receive a PIN, written materials and instructions prior to the seminar. If you do not receive a confirmation at least 2 days prior to the event call 888/262-7701.

Please check all appropriate boxes

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Web Seminar/materials (live web seminar)

\$250 mem \$500 non-mem

Archive/materials*

\$270 mem \$540 non-mem

*Unlimited online access to a copy of the webinar for 6 months from purchase date.

*We cannot guarantee registration for incomplete and/or illegible registration forms received. Please complete the form and type or write carefully.

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-Preferred Payment Method: Online or e-Check

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Four Ways to Register:

Online: Visit www.montanabankers.com (Education)

Fax: Fax completed form with credit card information to 512/381-1571

Mail: Mail completed form with check to Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749 by February 12, 2010

Phone: Call Bankers Ed at 888/262-7701

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