



# Commercial Construction Lending

September 24, 2010, 12:30 - 2:30 p.m. (MT)



NOW, is the time to prepare for a resurgent construction lending environment. This program will help bankers manage construction lending risk with prudence, thoroughness, discipline, and efficiency.

The economy will improve. Housing and commercial construction will lead us out of the current recession. Construction lending is primarily about risk management. This program will help new and experienced bankers manage construction lending risk with prudence, thoroughness, discipline, and efficiency. NOW, is the time to prepare for a resurgent construction lending environment.

### Highlights

- Project feasibility and economic necessity
- Financial and credit underwriting
- Lien, insurance and other documentation requirements, concerns and pitfalls
- Loan structuring for effective monitoring of progress
- Necessity, content and negotiation of loan agreements
- Pre-closing requirements
- Requirements for funding/draws
- Monitoring requirements and procedures
- The importance of discipline at all stages of the process as a risk management tool

### Speaker

**Bob Ullom** has spent most of his 36-year career in commercial bank management, with primary focus on commercial lending, organizational growth, planning and structure. As President/CEO of two start-up banks, he led both growth-oriented organizations to profitable, sound status. In 1989, R.V. Ullom & Company was founded with the mission of providing practical, and “real world” training to the financial industry. Bob currently provides training for state banker associations and individual banks in over 35 states.

### Audience

Branch managers, mortgage lenders and loan processors. Both new and experienced construction lenders will benefit.

*CE Applied: 2.5 hrs./session CLBB/CPB with the Institute of Certified Bankers*

### What is a Web Seminar?

A webinar is an online seminar featuring live audio and PowerPoint slides. Everything is delivered through your PC. No special hardware is needed; however, speakers or headphones are required. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides one connection to the live webinar, written materials and access to the On-Demand Webinar for 30 days following the broadcast. You may have unlimited listeners on your connection by 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.

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**SW2-1063**

**Commercial Construction Lending**

**September 24, 2010**

Web Seminar/materials (live web seminar)

\$250 mem

\$500 non-mem

Archive/materials\*

\$270 mem

\$540 non-mem

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### Three Ways to Register:

Online: Visit [www.montanabankers.com](http://www.montanabankers.com) (Education)

Mail: Mail completed form with check to Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749 by September 14, 2010

Phone: Call Bankers Ed at 888/262-7701

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