



# Commercial Real Estate Loan Documentation

September 10, 12:30 - 2:30 p.m. (MT)



A comprehensive overview of key documents and requirements, along with best practices in commercial real estate documentation.

Commercial real estate lending is a current "hot" topic and source of significant problem credits. This new seminar deals with most frequent mistakes and oversights plus key issues involved in sound commercial real estate lending. Experienced lenders will find the material covered to be a beneficial review, while less experienced commercial real estate bankers will benefit from a strong foundation in the purpose, timing, use and legal aspects of commercial real estate documents.

Participants will receive a complete handout that will serve as a useful daily reference after the program.

### Highlights

- Appraisal requirements and regulator guidelines
- Creating liens:  
Notes, Mortgages and Deeds of Trust
- Legal descriptions
- Purchase and sale agreements
- Surveys, title commitments and title insurance, property and casualty insurance
- Environmental risk management guidance
- Flood regulations
- Construction lending demands and requirements
- Essential loan administration:
- Loan agreements and monitoring requirements.

### Speaker

**Bob Ullom** - the program will be presented by Bob Ullom, nationally known banking educator. Bob has been teaching loan documentation for more than 30 years. He has a fun and direct teaching style which has been developed over a 40 year banking career during which he served as president of two fast growing and profitable start-up banks. Bob has taught over 10,000 bankers annually in more than 35 states.

### Audience

The program is intended for anyone involved in commercial real estate lending including loan officers, loan assistants, secretaries, loan administration and review personnel and compliance personnel.

*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.

An On-Demand Webinar is a live webinar that has been recorded and streamed to your computer to watch at your convenience. The program can be viewed any time. You may watch a portion of the program, come back, and pick up where you left off! You may also review the program at will if you need a refresher. Anyone at your branch may access the program from a computer using the login and password. When you purchase an On-Demand Webinar, you have unlimited access to the program for 6 months from date of purchase. Transmission, retransmission or republishing of the audio portion of the seminar is prohibited. Your registration entitles you to one connection at one location with permission to copy materials for participants.

Complete one registration per location.

**Please check all appropriate boxes** **SW2-1295**

**Commercial Real Estate Loan Documentation September 10, 2010**

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.

Name \_\_\_\_\_

Title \_\_\_\_\_

Bank \_\_\_\_\_

Mailing Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone/Fax \_\_\_\_\_

E-mail \_\_\_\_\_

-Preferred Payment Method: Online or e-Check

-Payment Must Accompany Registration - Invoices are Not Provided

### 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 1, 2010

Phone: Call Bankers Ed at 888/262-7701

\*Late Registration: Please register online when registering 2 days prior to the event (credit cards & e-Checks accepted). Call 888/262-7701 for assistance.

### Method of Payment (check one):

Check payable to Bankers Ed (must be accompanied by registration form)

Discover Card       MasterCard       VISA       AMEX

Card Number \_\_\_\_\_ Security Code \_\_\_\_\_

Signature \_\_\_\_\_ Exp. Date \_\_\_\_\_