



LouisianaBankers

A S S O C I A T I O N

2013 Commercial Lending School

TIME	TUESDAY JUNE 18 *CLASS BEGINS AT 9:00AM	WEDNESDAY JUNE 19 *CLASS BEGINS AT 8:00AM	THURSDAY JUNE 20 *CLASS BEGINS AT 8:00AM
8 A.M.	Registration (8:45 a.m.)	Loan Documentation	Projections
9 A.M.	Introduction to Accounting		Credit Memos
10 A.M.			
11 A.M.	Basic Analysis	Loan Agreements	
NOON	Lunch	Lunch	Lunch
1 P.M.	Basic Analysis (Continued)	Commercial Tax Returns	Commercial Tax Returns (Continued)
2 P.M.		Cash Flow Analysis & Cases	
3 P.M.	Borrowing Causes & Loan Structuring		Review
4 P.M.			Exam
5 P.M.	Global Debt Analysis	Calling Program	Adjournment!

School Topics

- Basic Analysis
- Introduction to Accounting
- Credit Memos
- Borrowing Causes
- Loan Structuring
- Commercial Tax Returns
- Loan Agreements
- Cash Flow Analysis
- Projections
- Loan Documentation
- Personal Financial Statements

Location

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

Who Should Attend

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

Important Things to Remember

- Please bring a 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

Workshop Instructor

David Kemp is founder and 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.



LouisianaBankers
ASSOCIATION

2013 Commercial Lending School Registration Form

June 18 - 20, 2013 • Baton Rouge, The Bankers Center

Name

Email Address

Mr./Mrs./Ms. _____
Mr./Mrs./Ms. _____
Mr./Mrs./Ms. _____
Mr./Mrs./Ms. _____
Bank _____
Address _____
City / State/ Zip _____
Phone _____ Fax _____

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) _____

- I am unable to attend. Please send me _____ copies of the manual or CD (circle preference) for
 \$250 (member fee) \$450 (non-member fee)
(includes shipping and handling)
***Manuals will be shipped after the seminar.**

Location

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

Registration Fee

\$515, per LBA member
\$815, 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
\$112.”

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 \$230 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.

**Submit registration and view rosters in the
Education Section of LBA’s Website, www.lba.org.**