



TBA WEBCASTS

A new, web-based, full-day education format that combines audio, visuals, and printed materials.



TNBankers.org



Commercial Real Estate Lending Issues in Today's Economy

Developing Tomorrow's Lenders Today

**NEW
FORMAT**



**August 8
9 a.m.–3:30 p.m**

Registration deadline is July 29.

IMPORTANT INFORMATION

Only individuals registered may participate in the program session.

Those registered will receive only **ONE** nonreproducible copy of the program materials. It will be mailed a week prior to the webcast.

Connection instructions will be mailed or emailed.

Program Description

Attend this full day webcast to review the basics of commercial real estate lending including types of properties and demand/supply in the current market.

The session will cover the entire loan process and show how a commercial real estate loan is marketed, underwritten, approved, documented, closed, and monitored.

The process will include examples of commercial real estate underwriting techniques and loan documentation issues.

The presenter will address strategies for handling problem commercial real estate loans.

Objectives

- Review the basics of commercial real estate lending including types of properties and demand/supply in the current market
- Gain an understanding of how banks process commercial real estate loans
- Learn the steps of marketing, approving, documenting, closing, and monitoring a commercial real estate loan
- Cover examples of commercial real estate loan underwriting and loan documentation
- Address problem loan issues

Delivery Method and Program Level/Content

This live webcast is intended for those who have responsibilities within this area of lending. Application of information gained during this program will be a resource going forward-based on the program content. The instructor will use reference materials during the presentation.

Presenter



David L. Osburn is the founder and managing member of Osburn & Associates LLC, a Las Vegas-based business training and contract CFO firm that

offers seminars for trade groups—including financial institutions, CPAs, attorneys, credit managers, contractors, and business owners.

Osburn's background encompasses over 30 years in banking, finance, and marketing. He is an adjunct professor for Regis University, an accredited MBA program, and the College of Southern Nevada (CSN) and has taught college courses for over 30 years—covering finance, accounting, economics, marketing, banking, business law, and management. Osburn earned an MBA degree in finance/marketing from Utah State University and a BS degree in finance from Brigham Young University. He is also a graduate of the University of Oklahoma National Commercial Lending School.

Who Should Attend

Commercial lenders, credit analysts, loan documentation specialists, relationship managers, branch managers, private bankers, and business development officers

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Schedule

9:00 a.m. CST Program begins
 Noon Lunch
 12:30 p.m. Program resumes
 3:30 p.m. Q&A/Adjourn

Program Fees

	TBA / Associate Members	Nonmembers
Registration	\$289	\$578
Registration deadline is July 29.		

Fee covers instruction and reference materials.

TBA office must receive registrations no later than **July 29, 2016.**

Participation in TBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or nonmember rates.

Cancellation Policy

Cancellations are accepted through July 29.

For more information, contact:

Debbie Brickles, IOM
dbrickles@TNBankers.org
 800-964-5525 or 615-244-4871
www.TNBankers.org

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Commercial Real Estate Lending Issues in Today's Economy

Name _____ Title _____
 Email _____
 Company _____
 Mailing Address _____
 City _____ State _____ Zip _____
 Contact _____
 Phone _____ E-mail _____

Must be included.
 Only for educational tracking.
Last 4 digits only:
 SS# _____

	TBA Members / Associate Members	Nonmembers
Registration	\$289	\$578
Early registration deadline is July 29.		

Only those registered may participate in the program session.
No written confirmation of webcast registration will be sent from the TBA. Connection instructions will be mailed or emailed with materials one week before webcast date.

TOTAL ENCLOSED \$ _____
 Method of payment VISA MasterCard Check
 CK# _____ (Make checks payable to Tennessee Bankers Association)
 Card # _____ Exp Date _____
 Name as appears on card (please print) _____
 Card billing address _____
 City _____ State _____ Zip _____
 Signature of cardholder _____

RETURN COMPLETED FORM AND PAYMENT TO:
 Tennessee Bankers Association
 ATTN: Monique Jenkins
 211 Athens Way, Ste 100 • Nashville, TN 37228-1381
 Phone: 615-244-4871 or 800-964-5525 Fax: 615-324-1990

4 WAYS TO REGISTER!
1. Register online at www.TNBankers.org
2. Scan this form and e-mail it to mjenkins@TNBankers.org
3. Fax this form to 615-324-1990