

Handling Commercial Loan Transactions

From structuring to negotiating, documenting, and closing

Commercial loans are a key source of working capital for businesses. Structuring, documenting, and closing a commercial loan transaction from term sheet to funding requires today's deal lawyers to have a firm grasp of all aspects of commercial loan documentation and relevant commercial law. Hear our panel of experienced lawyers discuss these important topics in the context of today's commercial lending environment and provide an overview of the key provisions of the basic loan and security documents with an emphasis on the best practices for negotiating these documents—whether as borrower's counsel or lender's counsel. Sample loan and collateral documents are included in the program materials.

Agenda and written materials

- ▶ Structuring the Deal: Minimizing Bankruptcy Risks through Proper Loan Structures; Multiple Lenders/Third-Party Lienholders; Term Sheets and Commitment Letters
- ▶ Drafting the Deal Documents: Loan Agreements—Key Provisions/Financial Covenants; Promissory Notes; “Bank” Payment Guaranty; Third-Party Agreements: Landlord Lien Waiver/Access Agreements; Debt Subordination Agreements
- ▶ Personal Property Collateral—Documents and Perfection Rules: 2010 Amendments to Article 9 of the Uniform Commercial Code; All Asset Security Agreements; Perfection Requirements (Filing/Non-Filing): UCC Financing Statement; Bank Account Control Agreements; Pledge/Collateral Assignment of Equity Interests
- ▶ Real Estate Collateral: The Mortgage, Assignment of Leases and Rents, and SNDA; Owner/Guarantor; Consideration; Mortgage, Leases, and Subordination
- ▶ Recent Trends
- ▶ “Ask the Experts” Q&A Session

FACULTY

Matthew P. Doring, Esq.
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BOSTON

2:00 p.m. – 5:00 p.m.,
Thursday, May 29, 2014
MCLE Conference Center,
10 Winter Place, via Winter Street
Program No. 2140245P01

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9:00 a.m. – 12:00 noon,
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