



# Commercial Construction Lending

**Webinar • September 24, 2010, 1:30-3:30 p.m.**

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

## 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*

## 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.

## What is a Webinar?

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 1 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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CE Applied: 2.5 hours CLBB/CPB

Check all appropriate boxes

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## Three Ways to Register:

Online: Visit [iowabankers.com](http://iowabankers.com) (Calendar of Events)

Phone: Call 888-262-7701 with credit card information

Mail: Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749

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

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