



# Commercial Real Estate Loan Documentation

**Webinar • September 10, 2010, 1:30-3:30 p.m.**

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.

## 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*

## 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.

## 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.

Transmission, retransmission or republishing of the audio portion of the seminar is prohibited. Your registration entitles you to 1 connection at 1 location with permission to copy materials for participants. Complete one registration per location.

## What is an On-Demand Webinar?

A On-Demand Webinar is a live webinar that has been recorded and then streamed to your computer to watch at your convenience. The program can be viewed any time 24/7. You can 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..

## Commercial Real Estate Loan Documentation

**Web Seminar • September 10, 2010, 1:30-3:30 p.m.**

CE Applied: 2.5 hour CLBB/CRCM/CPB

Check all appropriate boxes Seminar Code: SW2-1295

Webinar/materials (live hookup)	<input type="checkbox"/> \$225	Nonmember	<input type="checkbox"/> \$275
On-Demand Webinar/materials*	<input type="checkbox"/> \$245	Nonmember	<input type="checkbox"/> \$295

Name	Title
<hr/>	
Bank	
<hr/>	
Street Address	
<hr/>	
Cty/State/Zip	
<hr/>	
Phone/Fax	
<hr/>	
E-mail	

## 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.

**Method of Payment (check one):** Check made payable to Bankers Ed  
 Discover Card     MasterCard     VISA     AMEX

Card Number	Security Code
-------------	---------------

Signature	Exp. Date
-----------	-----------

**Seminar Content Questions: Contact IBA education department at (800) 532-1423.**