



GENERAL BULLETIN

CONNECTICUT
BANKERS
ASSOCIATION
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2010 – 33

February 22, 2010

SENT TO:

TO THE CHIEF EXECUTIVE OFFICER
OR INDIVIDUAL ADDRESSED

CEO, CEO+, CLO, CRO,
Audit, Compliance, Credit
& Loan Specialists

RE: CBA Web Seminar – Advanced Loan Documentation
Monday, March 22, 2010 -- 2:30 p.m. - 4:30 p.m.

This web seminar has been created for bankers who have a basic understanding of loan documentation obtained by training or experience and wish to further develop, refine, confirm or polish those skills. It deals with all types of collateral except real estate. Program content is based on questions most frequently asked during seminars presented by the instructor on a nationwide basis. The program is not a theory lesson. Participants will receive a practical, “real world,” intensive review of critical loan documentation issues, best practices, proper lien creation and monitoring under the requirements of the Revised Article 9 of the Uniform Commercial Code. Questions and special situations brought forth by participants will help deepen participants’ understanding.

HIGHLIGHTS

- Effective collateral description language for the security agreement and financing statement
- Purchase money security interests
- Perfecting liens on collateral not owned by the borrower
- Importance of and new techniques for the UCC lien search
- Required documentation for ensuring proper creation of “perfected,” first lien security interests for all kinds of collateral except real estate
- Security agreements, notes, and UCC financing statement forms
- UCC filing requirements for each type of collateral
- How, when and why of guarantees and co-signers
- Signature requirements and supporting documentation requirements for all types of borrowers, including individuals, corporations, partnerships, LLCs and assumed names

AUDIENCE

Loan officers, credit analysts, note and credit department personnel, internal auditors, loan review and compliance personnel, or any banker involved in the lending function. **CE Applied:** 2.5 hours towards the CRCM/CLBB/CPB designations with the Institute of Certified Bankers, an affiliate of the American Bankers Association.

SPEAKER

Bob Ullom, a nationally known banking educator, has taught loan documentation for 30 years. His presentations are low in theory and high in practical, "how to" information in a teaching style that is dramatic, humorous and well balanced as to education and keeping participant attention. Seminar participants will gain a substantial amount of ready to use information, techniques and procedures.

WHAT IS A WEB SEMINAR?

A web seminar 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 of instruction and 30 minutes live Q&A. Each registration provides one connection to the web seminar, materials and 30 days access to the online seminar. You may have unlimited listeners on your connection by PC. You will receive a confirmation with your PIN, materials and instructions. If you do not receive a confirmation within two days of the event call 888-262-7701.

Free 30-Day Replay - Within five working days after the broadcast, you will receive a URL providing unlimited access to a recorded copy of the presentation for 30 days. This enables you to participate in the live web seminar, train additional staff and review the material as needed.

The **On-Demand Web Seminar** is a live web seminar that has been recorded and then streamed to your computer to watch at your convenience. The program can be viewed anytime 24/7. You can watch a portion, come back and pick up where you left off! Anyone at your branch may access the program from a computer using the login and password. When purchasing an On-Demand Web Seminar, you have unlimited access to the program for 6 months from the date of purchase.

Transmission, retransmission or republishing of the audio portion of the web seminar is prohibited. Your registration entitles you to one connection at one location with permission to make copies of materials for participants. Please complete one registration per location.

REGISTRATION INFORMATION

Registrations are requested to be submitted three days prior to the date of the web seminar. On-line registrations can be made at <http://www.bankersed.com/CTBANKERS/>. For all other registrations, please complete the attached registration form and send directly to Bankers Ed in advance of the program. Fee information for this program is listed on the registration form. **Payment is expected at the time of registration unless other arrangements are made prior to the event with the CBA.**

Late Registration: Registrations are accepted until the program starts. To ensure timely delivery of materials, etc., please register online when registering **two working days prior** to the broadcast (credit cards and e-checks accepted). If you would like assistance with online registration, contact 888-262-7701.

Please do not hesitate to contact either Kathy Parks or me if you have any questions about this web seminar.

Very truly yours,

LINDSEY R. PINKHAM
Senior Vice President & Secretary

CBA WEB SEMINAR

ADVANCED LOAN DOCUMENTATION

Monday, March 22, 2010

2:30 p.m. - 4:30 p.m. (EST)

REGISTER (Each registration entitles you to one connection at one location where an unlimited number of listeners may participate):

Name _____ Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

THREE WAYS TO REGISTER FOR CBA WEB SEMINARS:

Prior to March 15th

Mail: Complete this form, include payment and **mail it to:** Bankers Ed: 5700 S. Mopac, #C310, Austin, TX 78749

Anytime Prior to the Program

On-line: Register on-line at <http://www.bankersed.com/CTBANKERS/>

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

CBA WEB SEMINAR – ADVANCED LOAN DOCUMENTATION

Monday, March 22, 2010 - (Seminar code: SW2-1138)

Web Seminar/Materials (live hookup) \$255 member \$510 non-member

On-Demand Web Seminar/Materials \$275 member \$550 non-member

METHOD OF PAYMENT (check one):

Check made payable to: Bankers Ed

Discover Card MasterCard Visa AMEX

Card Number _____ Exp. Date _____

Security Code (3 or 4 digits on back of card) _____

Signature _____ Amount \$ _____

For registration questions, please contact Bankers Ed customer support at 888-262-7701 or Kathy Parks at the Connecticut Bankers Association parks@ctbank.com at 860-677-5060.

*****Registrations must be sent to Bankers Ed*****

(Seminar code: SW2-1138)