



The 39th Annual Commercial Lending School

Local instructors will educate underwriters, officers, and other bankers in topics, such as Cash Flow Analysis, SBA Lending, Client Profiling, Loan Structuring, Compliance and Loan Doc, Real Estate Lending, Sales Relationships, and more!

July 15 - 17, 2019
8:00am - 5:00pm
Regions Tower, 5th Floor, Conference C

REGISTER NOW!



RHONDA GRAHAM
Lending School Co-Chair



KEITH BARTUSEK
Lending School Co-Chair

Commercial Lending School Curriculum

Small Business Administration Lending

David Amick, Exec. Dir., Premier Capital Corporation
Eric Armacost, U.S. SBA - Indiana District
Kiamesha Colom, Partner, Taft Stettinius & Hollister LLP

Panel discussion which includes an overview of 504 and 7A programs plus pitfalls, where banks fail in the process.

Client Profiling

Troy E. Kafka, SVP, Centier Bank

Learn the differences among client groups including Private Client, Small Business, Middle Market, Large Corporate, and Specialty Finance clients and how to research prospective clients.

Compliance Issues

Sonja Kriegsmann, Audit Manager/Compliance
Old National Bank

General overview of regulatory issues facing all types of banks today.

Common Sense Cash Flow

Steve McGlothlin, EVP, Old National Bank

Learn about operating cash flow, an extensive study of a company's ability to generate cash to repay the loan

Commercial Loan Structuring

Erik Miner, EVP, Regions Bank

Loan structuring, an overview of covenant definitions and considerations.

Introduction to Business Valuations

Dan Sailer, CPA, CFA, Senior Analyst
Katz, Sapper & Miller

Introductory course describing how businesses are valued.

Red Flags, Remedies of Problem Loans

Mark R. Wenzel, Partner, SmithAmundsen LLC
Michael K. Adamson, SVP-Special Assets, Huntington Bank

Overview of key indicators that a client is heading in the wrong direction, and how the specialized asset department proceeds once the problem is identified.

Accountants, Lending Programs, Statements, and Projections

Mike Alerding, CPA Senior Director, Alerding CPA Group

Session discusses what an accountant expects from a banker and vice-versa; government supported lending programs, statement composition, and projections.

Loan Documentation

Madalyn Kinsey, Partner, Kroger, Gardis & Regas, LLP

Documentation essentials, whether a real estate loan or a commercial loan, inside software or outside counsel.

Commercial Real Estate Lending

Bob Minardo, Sr. VP, US Bank
Tom Urick, 1st VP, National Bank of Indianapolis

Outline of the critical differences between a normal commercial loan and a commercial real estate loan

Sales Relationships

Joe Breen, SVP, Huntington Bank

An overview of building, managing, and sustaining lasting relationships with your clients.

Commercial Lending School Schedule

Monday, July 15, 2019

7:30 a.m. Registration/Breakfast
8:00 a.m. Classes
12:00 p.m. Lunch
2:00 p.m. Classes
5:00 p.m. Adjourn

Tuesday, July 16, 2019

7:30 a.m. Breakfast
8:00 a.m. Classes
12:00 p.m. Lunch
1:00 p.m. Classes
5:00 p.m. Adjourn

Wednesday, July 17, 2019

7:30 a.m. Breakfast
8:00 a.m. Classes
12:00 p.m. Lunch
1:00 p.m. Classes
5:00 p.m. Adjourn

Who Should Attend?

- Credit Underwriters with 6 months to 2 years of experience
- Junior Lending Officers
- Individuals with a need and desire to learn some of the aspects of commercial lending and analysis that are only gained through years of on the job training.
- Portfolio managers, Relationship Officers, Lenders moving from one business segment to another.

Registration

Registration Deadline is Friday, June 21, 2019

The school is limited to 35 participants; register as soon as possible to ensure a seat.

The fee for the 2019 RMA Commercial Lending School includes 3 days of educational activities, course materials including a binder with each presentation, and a continental breakfast and lunch served daily.

Register on or before May 31, 2019	\$595
Register after May 31, 2019	\$695
Buy 5 Get 1 Free Promotion	Contact Rhonda Graham

All registrations and payments may be made online through [Constant Contact](#).

Registration details can also be found on our Chapter [website](#).

Registrations will not be held without full payment.

OR:

Mail a copy of this form with a check payable to
Central Indiana Chapter of RMA to:

Rhonda Graham
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12800 N. Meridian St., Ste. 300
Carmel, IN 46032
317.238.6292
rgraham@kdlegal.com

Name: _____
Company: _____
Address: _____
City/State/Zip: _____
Position: _____
Phone: _____
E-Mail: _____

RMA Member Institution?	_____ Yes	_____ No
Will you partake in all the meals provided?	_____ Yes	_____ No
Will you be commuting daily?	_____ Yes	_____ No

Please fill out the form completely. *The cost of parking and accommodations is the responsibility of the participant, not the Central Indiana Chapter of RMA.*