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**2020 Commercial Lending Case Competition**

***Sponsor Commitment Request***

Event Date: April 10th, 2020

The RMA Wisconsin Chapter would like to formally invite you to be part of the 2nd Annual Commercial Lending Case Competition! Schools that either participated last year in the competition and/or are anticipated to participate this year include: UW-Madison, Marquette University, Carroll University, UW-Stevens Point, UW-Whitewater, UW-Parkside and UW-Milwaukee.

**Sponsorship Opportunities:** We are seeking sponsors to help offset the costs of hosting the case competition and support the prize money designated. In addition, the RMA Wisconsin Chapter and the RMA Academic Foundation have committed funds to support this event. Sponsorship opportunities start at $500. Any sponsorship funds raised will be designated directly to the case competition. Additionally…

* Sponsors will have the opportunity to attend the event and address the students during lunch. This is an excellent opportunity to recruit for internships and promote your company.
* Sponsors will have logos featured on all case competition packages and marketing materials.
* Sponsors will have first choice at additional involvement such as participating as a mentor or a judge.

**When:** 8:00am-4:30pm, Friday, April 10th, 2020

**Where:** UW-Madison School of Business, Grainger Hall

**Competition Format:** Each team is to assume it is representing the Bank as the Bank’s Commercial Lending Team. Each team will prepare and present two unique presentations and two executive summaries to two judging panels.

The morning session will consist of each team presenting to the judging panel as if they are seeking approval of the proposed loan(s) from the loan committee at the Bank. Following lunch, each team will present to a second set of judges who will assume the role of the Borrower.

Team presentations will be ten (10) minutes in the morning and seven (7) minutes in the afternoon in length with an additional eight (8) minutes at the end of each presentation for Q&A from the judging panel.

**Deliverables:** 1) Two (2) verbal presentations as mentioned above, tailored to the audience

2) One (1) loan presentation, tailored to the audience

3) One (1) proposed term sheet prepared for the client, tailored to the audience

**Judging:** Teams will be judged on their overall presentation and technical proficiency. Judging towards the Loan Committee will be highly focused on technical proficiency. Judging towards the Borrower will be highly focused on the overall presentation.

**Other Considerations:** There is no cost for the teams to compete. Teams may register now through February 14th, 2020. Case information and additional guidelines will be released by February 21st, 2020 with mentors to be assigned by February 28th, 2020.

**Tentative Prize Pool:** 1st Prize: $2,000 | 2nd Prize: $1,500 | 3rd Prize: $1,000 | 4th Prize: $500



