



CRE LENDING VIRTUAL EVENT

JULY 6, 2022

This seminar will begin with a review of commercial real estate including types of properties and demand/supply in the current market.

The session will then cover the entire loan process by which a commercial real estate (CRE) loan is marketed, underwritten, approved, documented, closed, and monitored. The process will include a discussion of CRE underwriting techniques and loan documentation issues.

Additionally, strategies to handle a problem CRE loan will be addressed.

OBJECTIVES

- Review commercial real estate including types of properties and demand/supply in the current market
- Gain an understanding of how banks process CRE loans
- Learn the steps of marketing, underwriting, approving, documenting, closing, and monitoring a CRE loan
- Cover CRE loan underwriting techniques and documentation issues
- Address problem CRE loan issues

About the Instructor



David L. Osburn, MBA, CCRA, is the founder of Osburn & Associates, LLC, a Business Training and Contract CFO Firm. His extensive professional background of over 30 years includes work as a Business Trainer/ Contract CFO and work as a bank commercial lender including the position of Vice President/Senior Banking Officer. His banking credentials include loan underwriting, loan work-out, management, and business development. Mr. Osburn holds the professional designation of Certified Credit & Risk Analyst (CCRA) as granted by the National Association of Credit Management (NACM).

WHEN

July 6, 2022
9:00 a.m. - 3:00 p.m.

WHERE

Comfort of your desk or
anywhere with an internet
connection.

WHO SHOULD ATTEND

Commercial lenders, credit
analysts, consumer lenders,
loan documentation specialists,
branch managers, assistant
branch managers, private
bankers, and business
development officers.



Arkansas Bankers Association | Professional Development Department

1220 West Third Street | Little Rock, Arkansas 72201 | (501) 376-3741 | www.arkbankers.org

REGISTRATION FEES

ABA Members:

Early Registration Price: \$340; After June 8: \$390

Non-Members:

Early Registration Price: \$680; After June 8: \$780

Registration fees include continental breakfast, instruction, materials, refreshment breaks, and lunch. To receive a registration confirmation, please provide an e-mail address on the registration form. If you do not receive a confirmation within 48 hours, please check with the ABA.

CANCELLATION

Full registration fees will be refunded if a cancellation is received before June 22. No refunds will be given for cancellations made after June 22. All cancellations must be submitted in written format prior to the event.

VIRTUAL LIVE FORMAT

Attendees will need Internet access and a standard web browser to join this video and web conferencing. They will receive an email with a link to join the virtual meeting, handouts, and any additional information a few days before the event.

You do not need your own Zoom account. You will use the link, meeting ID and password we provide.

- You can log in on a desktop computer, laptop or download the Zoom app on your smart device.
- Internet access
- Audio on computer or a phone lin

CRE LENDING IN TODAY'S ECONOMY

JULY 6, 2022

Bank/Company Name _____ Phone _____

Registrant Name _____ Title _____ E-mail _____

Registrant Name _____ Title _____ E-mail _____

Address _____ City _____ State _____ Zip _____

Registration Contact _____ Phone _____ E-mail _____

PAYMENT INFORMATION

Charge my: Mastercard  Visa  American Express  Discover 

Account Number _____

Name on Card _____

Expiration Date _____ CSC Number _____

(3-digit security code on back of your card)

If you would prefer to give us your credit card information over the phone, please call the ABA Professional Development Department at (501) 376-3741. Please do not email credit card information.

Note: Non-Members must pay with credit card or check prior to the event.

Email: kami.coleman@arkbankers.org

Fax: (501) 376-9243

Mail: Check Payable to:
Arkansas Bankers Association
Professional Development Department
1220 West Third Street
Little Rock, AR 72201

ABA USE ONLY:

Registered: _____

Amount: _____

Received: _____