



# C & I LENDING VIRTUAL EVENT

**JUNE 16, 2022**



The seminar will begin with a review of C&I lending products including working capital lines of credit, ABL facilities, and equipment financing (loans/leases).

The training session will also explore underwriting C&I loans including accounts receivable assessment and the use of a Borrowing Base Certificate, the valuation and quality of inventory, and equipment-related issues including depreciation. This portion of the seminar will also cover the analysis of the borrower's financial statements in relation to C&I loans.

Additionally, the seminar will include documentation and collateral concerns, pricing issues, and the management of the C&I loan portfolio. The seminar will conclude with tips on how to identify and market C&I loans to new prospects in today's market.

## OBJECTIVES

- Discuss C&I lending products
- Explore underwriting C&I loans including accounts receivable, inventory, and equipment issues
- Evaluate the borrower's financial statements relative to C&I lending
- Review documentation, collateral, pricing, and management issues in C&I lending
- Develop the marketing of C&I loans

## WHEN

June 16, 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, loan documentation  
specialists, branch managers,  
private bankers, and business  
development officers

## 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).



# 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 May 19: \$390

### Non-Members:

Early Registration Price: \$680; After May 19: \$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 2. No refunds will be given for cancellations made after June 2. 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

## C & I LENDING

JUNE 16, 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: \_\_\_\_\_