



Earn up to 21.5 CPE Credits

Analyzing Business Loans

Course Overview

Program Level: Basic

Delivery Method: Group-Live

Prerequisite: Basic understanding of business loans and accounting

Advanced Preparation: Review your credit union's business loan policy

This three day course will offer in-depth training to help credit union business services staff and management understand the critical elements of business lending. After this course you will:

- Have a better understanding of all the details behind business loan analysis and credit memorandums
- Feel more confident when talking to business owners
- Be more effective in screening business loan opportunities
- Understand how to read and interpret business tax returns and financial statements
- Calculate debt service coverage and other key ratios
- Learn about commercial appraisals, and how environmental issues can affect your lien position
- Be able to defend your loan decisions with confidence to examiners
- Make a more significant contribution to the credit union's business services program

**To register, complete the registration form and fax to (503) 230-8857.
Call 866-484-2876 for questions.**



Dan Hutchison, CUBG course instructor and commercial lending guru.

2012 Course Dates and Locations

March 27 – 29
CU Business Group, Portland, OR

Course Fee: \$695 for CUBG Members
\$795 for all others

25 person maximum class size

Cancellations within 30 days of the session will be charged a 15% administrative fee. Cancellations within 7 days of the session will be charged 50% of the normal fee. Educational materials are proprietary and will only be provided to conference attendees.

CU Business Group, LLC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org

Analyzing Business Loans

The value of the course to your credit union 4.7

Instructors knowledge of business lending 4.9

(Rated on a 1-5 scale, with 5 as the highest possible rating)

“The instructors were superb – they were able to answer every question and were simply ‘unstoppable’! I particularly liked the resource binder as the contents and discussions can be easily remembered long after the training session.”

- Linda Gudjonson, TwinStar Credit Union

“This was a fantastic class! I recommend this as a ‘must’ for any credit union doing business loans.”

- Deedra Howes, First Technology Credit Union



“I highly recommend this course to anyone thinking about starting a business loan program.”

- Paul Kirkbride, Unitus Credit Union

“The instructors were excellent! I will be sending more staff to this training – very good!”

- Annamarie DeYoung, Sky Federal Credit Union

“This was very beneficial for me as a banker new to credit unions. I liked having two instructors, both with great styles!”

- D. Hutcherson, Great Northwest Credit Union

“The course is a very good value for the price. I would definitely recommend it to anyone who is just starting out, or looking into CU Business Group as a partner for business lending.”

- Ron Larin, Yakima Valley Credit Union

“Dan and Mike are outstanding instructors. Their knowledge and experience are evident in their teaching. They not only know the material they present, but they understand the ‘hows & whys’ behind it.”

- Shane Phillips, Knoxville TVA Credit Union





Analyzing Business Loans

CURRICULUM – DAY ONE

Regulations – NCUA and State

Understand the federal and state regulations about business loans. Learn the concentration caps and what your responsibilities are.

Forms of Ownership

Learn the ways different ownership structures can affect your loan, and learn what is required of each.

Loan Types & Structures

Study the matching principal and the different types of loans available to your members. We will discuss mixed-use and rental real estate, permanent working capital, working capital lines and various term loan structures. Construction lending will also be covered.

Collateral

Learn the loan to value regulations and know what is prudent for your credit union. Cross-collateralization & hypothecation will be discussed, as well as marketability and liquidation values. Lending against intangibles, accounts receivable & inventory will also be covered.

Financial Statement Analysis

We will look at the different types of financial statements and also view samples of corporate and partnership tax returns. Business credit reports will be discussed, and the differences between cash flow, net income, and gross income will be analyzed.

Debt Service Coverage Ratios

We will discuss debt service coverage and its components, including add-backs and one-time events. In group exercises, attendees will also go through several examples of calculating debt service coverage ratios.

Basic Ratio Analysis

Some of the simplest ratios can be tell-tale signs of a business's success or demise. We'll discuss leverage, debt, inventory turnover, receivables and payables turnover ratios. During group exercises, attendees will be able to identify the components of these ratios and be able to calculate the ratios on their own.



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CURRICULUM – Day Two

Guarantors

We'll discuss the importance of guarantors, who they are, and how are they associated with the business. We will look at their responsibilities and analyze their financial standing. Your rights in collection will also be discussed.

Personal Financial Statements

We'll take a closer look at the importance of personal financial statements and the different asset classes. Personal credit reports will be analyzed as well. See what your guarantor truly brings to the table in case of default.

Know Your Borrower and Their Business

Attendees will learn what to look for when making a site visit to a prospective borrower's place of business. Learn the important questions to ask and know what to look for. Industry trends and economics on both a national and local level is a topic as well.

Management

Management is a key determining factor of a business' success. Know how to analyze your applicant's abilities, depth, and breadth of experience. We will review succession planning and buy/sell agreements as well as appropriate use of key-person life insurance.

Projections

Know when you need them and what a business plan should contain. Also know where your applicants can get these prepared to your specifications.

Risk Ratings

Find out exactly what risk ratings consist of, what their integral parts are, and why you need them. Learn how often your loans should be risk-rated and know the regulations governing your responsibilities.

Interest Rates & Structures

Attendees will discuss interest rates of both fixed and variable nature. You'll learn when to counter offer, when to offer a hybrid rate product, and how to structure loans to meet both the member's needs and your credit union's desires.

Loan Fees

We will discuss points, underwriting costs, closing costs, and loan monitoring fees. Attendees will learn how to negotiate points and buydowns.



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CURRICULUM – DAY THREE

Credit Presentations & the Loan Decision

Learn the integral parts of a credit presentation and learn what your examiners are looking for in these write-ups. Learn how to put together all the pieces of the loan puzzle, and see why commercial lending is just as much an art as it is a science. Find out what issues can plague your Business Loan Committee, and how the issues of rates, fees, and covenants can be addressed. Sample credit presentations will be reviewed in depth.

Declines

Learn how to handle loan denials and know your responsibilities in compliance, specifically in Regulation B. See some of the typical decline statistics & reasons, and learn when it is appropriate to make counteroffers.

Appraisals

Learn the different types of appraisals available. Discuss the different valuation methods available and what the regulations are governing appraisals

Environmental issues

See why environmental studies are a prudent step in the closing process. Attendees will learn the costs of these studies and when the different types of studies are used.

Closing Documents

Review a sample set of closing documents and learn the major parts of closing documentation.

Liens

Learn how liens are perfected on tangible and intangible collateral, and learn how to recover your assets in case of default.

Risk Monitoring

Learn why risk monitoring is important to your credit union – and learn why the regulations are often misunderstood. See what is involved in prudent monitoring and go through CUBG's Risk Monitoring Checklist to discuss these items.

Regulatory Exams

Learn what examiners are looking for, and learn how to prepare for an exam of your business loans. The presenters will teach you how to handle interviews with examiners and show you how to defend your loan.



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MEET THE CUBG INSTRUCTORS

Michael Mucilli, Senior VP/Senior Business Services Officer

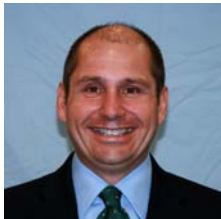
33 Years Experience



Michael brings over 33 years of banking, commercial lending and sales experience to CUBG. He has underwritten all types of business loans, including commercial real estate, lines of credit, term loans, letters of credit, and asset-based lines. Michael also has extensive experience with SBA lending, 12 years experience as a branch manager, and served as Director of Consumer and Home Equity Lending. He is a former instructor for the American Institute of Banking and has taught extensively throughout his banking and credit union career. Michael consults with credit unions in the Eastern U.S. on all aspects of business services planning, program development, account pricing, and education.

Mike Smith, AVP/Business Services Officer

18 Years Experience



Mike has over 18 years experience in commercial banking, business consulting and education. Most recently he served as a Commercial Loan Officer and Vice President of a Texas based community bank where he was responsible for business development and portfolio management with an emphasis on real estate and healthcare banking. Previously he was Director of an SBA Small Business Development Center in Houston. Mike is currently an adjunct business instructor at Lone Star Community College. Mike has significant experience in all facets of business banking including commercial real estate, agriculture, equipment and SBA lending, credit analysis, loan review and compliance. Mike consults with credit unions in the southern and southwestern regions of the United States on all aspects of business services.



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Registration Form

March 27 - 29, 2012

CU Business Group

9600 NE Cascades Pkwy, Ste 250

Portland, OR 97220

Please complete separate registration forms for each attendee.

Attendee Information

Name Mr. Mrs. Ms. _____

Title (as it should appear on your badge) _____

Organization _____

Address _____

City _____ State _____ Zip _____

Office Phone (_____) _____ Office Fax (_____) _____

Cell Phone (_____) _____ Email _____

Attendee Categories and Fees (Please check the appropriate box. Payment must accompany registration.)

CU Business Group Member Fee – \$695

All Others – \$795

Attendee Payment Information

Credit Card – please choose one Visa Mastercard

Check Enclosed

Card Number _____ Exp Date _____

Security Code (last 3 digits on back of card) _____ Billing Zip Code _____

Signature _____ Date _____

Total Payment Enclosed / Authorized \$ _____

Cancellations

All cancellations must be made in writing or via email. Cancellations within 30 days of the program will be charged a 15% administrative fee. Cancellations within 7 days of the program will be charged 50% of the normal fee.

E-mail form to: education@cubg.org

Fax form to: 503-230-8857

Mail form to: CU Business Group

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