

Advanced Commercial Real Estate Lending

Now more than ever, lenders need to understand real estate specific cash flow analysis, the relationship with guarantors and the pitfalls in work out strategies. The goal of this course is to build on the information covered in the Intermediate Commercial Real Estate Lending course and provide senior lending personnel with a clear understanding of complex real estate transactions involving commercial construction as well as significant exposure to more complex real estate lending details. Topics include:

- Commercial Construction Management and Risk – Identify construction risk. Define the relationship between the owner, the bank and the builder. Determine the acceptable risks when the building process goes awry.
- Net Lease Analysis – This is an alternative to traditional underwriting that tests actual cash flows based on actual lease terms. This analysis models the impact of replacing tenants and the cost of unoccupied spaces on project cash flow.
- Contingent Debt Analysis – Create a strategy to identify guarantor contingent liabilities, and address that risk. Determine those liabilities that matter and those that don't.
- Specialized Properties – Examine unique risks tied to specific, non-traditional property types, such as hotels/motels, adult assisted living facilities and self-storage facilities.
- Course includes a group case study and loan committee presentation simulation.

Who Should Attend: Senior lending personnel who have satisfied the prerequisite of attending the ***Intermediate Commercial Real Estate Lending*** course.

Location & Time: At our computer training facility in Raleigh, North Carolina. Credit Risk Management, L.L.C. is located at GlenLake One, 4140 Parklake Avenue, Suite 510, Raleigh, NC, 27612. Class begins on **Tuesday, May 17, 2011** and ends on **Friday, May 20, 2011**. All class sessions start at **9:00 a.m.** and end at **4:30 p.m.** Dress is Business Casual.

Cost:

All Attendees @ \$250/day	\$750 per person
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Registration: To enroll, register on line at <http://www.ncbankers.org>.