



## Loan Documentation

*Has your lending staff's basic knowledge of loan documentation kept up as doc prep systems and centralized delivery systems have evolved? Loss prevention requires community bankers to maintain a good working knowledge of documentation concepts and proper lien perfection. This course focuses on the key risk issues related to real estate loans, Uniform Commercial Code, title opinions and insurance, legal entities and more.*

### Course Outline:

- Legal Documentation Overview - Organizational Documents, Uniform Commercial Code, Title Insurance, Real Estate Documentation and Other Aspects of Collateral Lending

### Course Content:

- Determining the documentation requirements for secured and unsecured consumer, commercial and real estate loans.
- Managing the documentation and closing process.
- Perfecting security interests in collateral with regard to UCC, titled personal property and real estate.
- Discussion of recent court decisions relating to collateral perfection.
- Suggestions for enhancing the secondary review process.

**Who Should Attend:** Any lender, underwriter, operations manager, credit officer, executive or administrative staff member who wants to expand their general knowledge of current legal documentation.

**Location & Time:** At our computer training facility in Raleigh, NC. Credit Risk Management, L.L.C. is located at GlenLake One, 4140 Parklake Avenue, Suite 510, Raleigh, NC, 27612. Class begins on **Thursday, October 21, 2010** at **9:00 a.m.** and lasts until **4:30 p.m.** Dress is Business Casual.

### Cost:

1 person @ \$325/day	\$325 per person
2 or more participants @ \$275/day	\$275 per person
CRM Credit Manual Client @ \$250/day	\$250 per person

### \*Other Credit Risk Management Training this year: *(mark your calendars)*

- CRM Toolbar – August 3-4, 2010
- Commercial Lending – September 14-16, 2010
- Advanced Commercial Lending – October 5-7, 2010
- Lending Compliance Solutions – October 20, 2010
- Understanding Real Estate Appraisals – November 3-4, 2010
- Commercial Real Estate Lending – November 16-18, 2010
- Consumer Lending School – November 30-December 1, 2010
- Small Business Lending – December 2, 2010
- Advanced Commercial Real Estate Lending – December 7-9, 2010
- CRM Toolbar – December 14-15, 2010

**Registration:** To enroll, register on line at <http://www.creditriskmgt.com/go.php>. We will invoice you once we have received your registration form. A packet will be sent to each participant that includes directions as well as hotel and restaurant information. Please contact us with any questions at 919-846-1601 or [CRMTrainingMailbox@creditriskmgt.com](mailto:CRMTrainingMailbox@creditriskmgt.com).