



Loan Documentation

As doc prep systems and big bank centralized delivery systems have evolved, documentation and lending regulatory knowledge by lending personnel have become a lost art. However, loss prevention and compliance mandates require community bankers, with their preferences for the "high touch" approach, to keep a working knowledge of documentation and compliance concepts. This course focuses on the key risk issues of both disciplines facing the community banker.

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 **Wednesday, May 5, 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)

- **Commercial & Industrial Lending – April 20-22, 2010**
- **Lending Compliance Solutions – May 6, 2010**
- **Commercial Real Estate Lending – May 18-20, 2010**
- **Credit Underwriting with CRM Toolbar – May 26-27, 2010**
- **Understanding Real Estate Appraisals – June 2-3, 2010**
- **Consumer Lending School – June 15-16, 2010**
- **Small Business Lending – June 17, 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.