
Are You Protecting Your SBA Guaranty?



Thursday, SEPTEMBER 25, 2014

2:00 pm – 3:30 pm Central

The U.S. Small Business Administration's 7(a) loan program can help lenders mitigate their credit risk, reduce loan loss reserve requirements, increase profits from secondary market sales, and most importantly, serve their business customers. However, if a lender fails to protect and preserve the SBA's conditional loan guaranty, all benefits of the 7(a) program may be lost. This webinar will focus on how lenders can ensure that the SBA guaranty remains in place, from underwriting through servicing and liquidation.

HIGHLIGHTS

- The four pillars of preserving the SBA guaranty
- National Guaranty Purchase Center process
- Avoid costly closing mistakes
- Consulting the Lender's Servicing and Liquidation Matrix and SOP 50 57
- The first steps in liquidating an SBA loan

- **TAKE-AWAY TOOLKIT**
 - Regular 7(a) Guaranty Purchase Practice Tabs
 - SBA Servicing and Liquidation Action 7(a) Lender Matrix
 - Care and Preservation of Collateral (CPC) Tabs
 - Offer in Compromise Tabs
 - Employee training log
 - Quiz you can administer to measure staff learning and a separate answer key
 - Attendance verification for CE credits provided upon request

WHO SHOULD ATTEND?

This informative session is designed for business development and loan officers, loan closers, administrators, and personnel responsible for post-closing, servicing, and liquidating SBA loans.

ABOUT THE PRESENTER – Janet M. Dery, Esquire, Starfield & Smith, PC

Janet Dery is a partner in the law firm of Starfield & Smith, PC. She has extensive experience representing financial institutions and non-bank lenders in connection with commercial lending transactions, including government-guaranteed lending. She also represents various business organizations with real estate transactions, business acquisitions, and corporate law. Janet is admitted to practice in Pennsylvania, New Jersey, and Maryland. She is also an approved closing attorney under the US Small Business Administration's 504 loan program.

Janet is a member of the American Bar Association, the National Association of Government Guaranteed Lenders (NAGGL), and the National Association of Development Companies (NADCO). From 2007-2008 and 2010-2012, Janet was named a Pennsylvania "Rising Star" by *Philadelphia Magazine*. She earned her Bachelor's from The State University of New York in Oneonta and a JD from Widener University School of Law in Wilmington, DE.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR	2. ON-DEMAND WEB LINK & FREE CD ROM*	3. BOTH LIVE WEBINAR & ON-DEMAND WEB LINK (INCLUDES FREE CD-ROM*)
<p>Member Price \$230 NonMember Price \$275</p> <p>The live webinar option allows you to have one telephone connection for the audio portion and one Internet connection (from a single computer terminal) to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials, including instructions, PIN number, and handouts will be emailed to you prior to the broadcast. You will need the most-current version of Adobe Reader available free at www.adobe.com.</p> <p><input type="checkbox"/> Check - This Option</p>	<p>Member Price \$245 NonMember Price \$290</p> <p>Can't attend the live webinar? The archived webinar is a recording of the live event, including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Approximately one week prior to the webinar, you will receive an email with the archived webinar link. This webinar link can be viewed anytime 24/7, beginning 6 business days after the webinar and will expire 6 months after the live program date.</p> <p>As an added bonus, you will also receive a FREE audio/visual CD ROM.* The CD ROM includes the original audio/visual presentation, the question and answer sessions, and the handouts. Use the archived webinar or this "off-the-shelf" training program for those that could not attend the live seminar and for future training.</p> <p><input type="checkbox"/> Check - This Option</p>	<p>Member Price \$320 NonMember Price \$370</p> <p>Options 1 and 2</p> <p>The archived webinar (including the free CD ROM) may ONLY be ordered for 6 months following the webinar. Neither the link nor CD will be available after this time.</p> <p>*CD ROM for Mac and PC use only</p> <p>Convenient! Listen on your iPad, iPhone, Android - Instructions will be emailed to you with the on-demand link .</p> <p><i>Note: All materials are subject to copyright. Transmission, retransmission, or republishing this webinar to other institutions or those not employed by your financial institution is prohibited. Print materials may be copied for eligible participants only.</i></p> <p><input type="checkbox"/> Check - This Option</p>

TO REGISTER

- **By Mail:** *Community Bankers Financial Education, 455 S. Junction Road, Suite 101, Madison, WI 53719*
- By Fax: 608 / 833-8114 QUESTIONS - call 608/ 833-2384
- **On Line:** [Click Here](#) Your Log-In ID Number is the same as your bank's FDIC Cert. Number.

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