



Perfection of Security Interest in Non-Real Estate Collateral & Proper Foreclosure Procedures After Default

Thursday, OCTOBER 24, 2013

2:00 pm – 3:30 pm Central

Your bank must properly perfect its security interest to guard its collateral lien priority. This webinar will explain how to obtain and properly perfect a security interest in all types of non-real estate collateral, including accounts receivable, equipment, inventory, general intangibles, farm products, stocks and mutual funds, and vehicles or other certificate-of-title property. It will address situations where filing a UCC-1, taking possession, or obtaining a third-party control agreement is required for perfection. You'll learn how to obtain a purchase money security interest that will take priority over existing creditors and what happens when the loan goes bad. Various defaults (both payment and non-payment) and how banks can unwittingly waive defaults through their course of dealing will be examined. Join us to learn all aspects of the repossession and foreclosure process, starting with the decision to foreclose on collateral and ending with the sale of the collateral at a private or public sale.

HIGHLIGHTS

- How to create a proper security interest in various types of collateral
- Methods of perfecting the security interest – when is possession, filing or third-party control required?
- Requirements to obtain a purchase money security interest with priority over existing creditors
- What constitutes an event of default sufficient for foreclosure?
- When is a right-to-cure notice required?
- Conducting self-help repossession
- Requirements of a commercially-reasonable sale
- **TAKE-AWAY TOOLKIT**
 - UCC Article 9 default and repossession checklist to ensure you don't forget a step
 - 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 all loan personnel, including loan officers, loan operations personnel, credit administration staff, managers, collectors, compliance officers, and attorneys.

ABOUT THE PRESENTER – Elizabeth Fast, JD & CPA, Bankers Choice

Elizabeth Fast is a partner with Spencer Fane Britt & Browne LLP where she specializes in the representation of financial institutions. Elizabeth is the head of the firm's training division. She received her law degree from the University of Kansas and her undergraduate degree from Pittsburg State University. In addition, she has a Master of Business Administration degree and she is a Certified Public Accountant. Before joining Spencer Fane, she was General Counsel, Senior Vice President, and Corporate Secretary of a \$9 billion bank with more than 130 branches, where she managed all legal, regulatory, and compliance functions. She is a member of the Missouri State Banking Board by appointment of the Governor.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

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.

2. ON-DEMAND WEB LINK & FREE CD ROM*

Can't attend the live webinar? The on-demand web link 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 web link. This web link can be viewed anytime 24/7, beginning 6 business days **after** the webinar and will expire 6 months after the live program date. **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 on-demand link or this "off-the-shelf" training program for those that could not attend the live seminar and for future training.

LIMITED AVAILABILITY: The on-demand web link and CD ROM may ONLY be ordered for 6 months following the webinar. Neither the link nor CD will be available after this time.

3. BOTH LIVE WEBINAR & ON-DEMAND WEB LINK (INCLUDES FREE CD-ROM*)

Options 1 and 2 described above

*CD ROM for PC use only

Convenient! Listen on your iPad, iPhone, Android - Instructions will be emailed to you with the on-demand link .

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.

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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Purchase (check here)	Training Method	Member	Nonmember
	Live Webinar (audio & visual – includes handouts); <u>or</u>		
	On-Demand Web Link and FREE CD ROM; <u>or</u>	\$230	\$275
	Both Live Webinar and On-Demand Web Link Option 1 and 2 above (includes Free CD Rom)	\$300	\$350

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