



Indiana Bankers Association Senior Lender Forum

An Investment in Your Bank's Future!

This Senior Lender Forum will provide a platform and opportunity for Senior Lenders to exchange ideas freely, dissect problems, and discuss important issues with peers. You do not want to miss this opportunity!

**Location: IBA Center for Professional Development
8425 Woodfield Crossing Blvd, Suite 155E, Indianapolis, IN 46240**

February 20, 2019 • June 12, 2019 • October 9, 2019 (Group 1)

February 21, 2019 • June 13, 2019 • October 10, 2019 (Group 2)



Benefits of the Forum...

- Improve the profitability of your loan portfolio
- Reduce the risk in your loan portfolio
- Increase your understanding of regulatory issues
- Form lasting relationships with noncompeting senior lenders
- Solve your most pressing concerns
- Obtain access to highly respected industry experts
- Grow professionally, as well as personally
- Discuss with peers what works and what doesn't

Possible Forum Topics

- Business development issues—Leading indicators in growing quality loans; Negotiating with borrowers; Incenting performance without incenting risk, total relationship management, loan pricing techniques.
- Regulatory issues - What examiners are emphasizing; Forthcoming rule changes and their implications; Recent examination experiences
- Profitability issues - Maintaining pricing discipline among lenders; Measuring individual lender profitability, loan participation concepts.
- Lending and risk issues - Evolution of loan risk grading; Improving analyst/lender collaboration; The Senior Lender's role in enterprise risk management, CRE and C&I lending opportunities.
- People issues - Recruiting and retaining lender talent; Using support personnel more effectively; Leading people through change
- Personal growth - The Senior Lender as a leader; Making execution a priority; Coaching for performance
- Emerging issues - The creeping of compliance issues into commercial lending; Evolution of the ALLL toward the Current Expected Credit Loss model; and others as they arise

How the Forum Works...

- IBA will organize the forum based on bank size and market to ensure that participants have as much in common as possible
- The group will be small—no more than 15 participants.
- The Forum will meet three times during the year
- Eight to 10 topics will be discussed at each session; participants are strongly encouraged to suggest agenda topics of interest
- Forum participants get the benefit of working with expert consultants on a cost-saving basis
- A binder based on Forum topics is compiled for each group member

