



Protecting the SBA Guaranty Start to Finish

Wednesday, August 31, 2016 3:00 pm - 4:30 pm EST

Program Content

The U.S. Small Business Administration's 7(a) Loan Program can be quite profitable, but it is not without its risks and misconceptions. The 7(a) Loan Program can help its participants mitigate their credit risk, reduce loan loss reserve requirements, increase profits from secondary market sales, and most importantly, serve their business customers. Compliance with SBA regulations is mandatory to ensure success and profitability in the program. 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.

Covered Topics

- The four pillars of preserving the SBA guaranty
- National Guaranty Purchase Center process
- Consulting Lender's Servicing and Liquidation Matrix and SOP 50 57
- First steps in liquidating an SBA loan
- Top reasons for repairs and denials

TAKE-AWAY TOOLKIT

- ◇ 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

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.

DON'T MISS THIS RELATED ARCHIVED WEBINAR!
SBA Lending Update: Regulations, Trends & Overview of SBA One
 Held on Thursday, March 10, 2016
 You can order an archive of the live webinar, complete with handout

About the Presenter – Janet M. Dery, Esquire, Starfield & Smith, PC

Janet Dery is a partner with Starfield & Smith, in their Fort Washington, PA office. She has extensive experience representing financial institutions and nonbank lenders with commercial lending transactions, including government-guaranteed lending. She performs SBA eligibility reviews, documents and closes conventional and government guaranteed loans, and advises on SBA repurchase matters. She also assists business organizations with real estate and business acquisition transactions. Janet is admitted to practice in Pennsylvania, New Jersey, and Maryland. She is also an approved closing attorney under the SBA's 504 loan program.

Janet is a member of the American Bar Association, the Pennsylvania Bar Association, the Maryland Bar Association, the National Association of Government Guaranteed Lenders (NAGGL), and the National Association of Development Companies (NADCO). From 2007-2008 and 2010-2012, she was named a Pennsylvania "Rising Star" by "Philadelphia Magazine." Janet graduated from The State University of New York in Oneonta and the Widener University Delaware School of Law.

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 & pass code that will allow entrance to the seminar. 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

Can't attend the live webinar? The on-demand web link is a recording of the live event, including audio, visuals, & 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. 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.

3. Both Live Webinar & On-Demand Web Link

Includes options 1 and 2 above

Cancellation Policy

Within three or more business days prior to the day of an educational program, no cancellation charge will be assessed. If your bank is unable to participate after registering, you can select to purchase the on-demand presentation.

Registration Form - August 31, 2016

Protecting the SBA Guaranty Start to Finish

<u>Live Webinar</u>	<u>On-Demand Web Link</u>	<u>Live Webinar & On-Demand Link</u>	
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Questions? 317-387-9380 Marcy Borden Fax: 317-387-9374
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