



# 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 21, 2018 • June 6, 2018 • October 10, 2018 (Group 1)**

**February 22, 2018 • June 7, 2018 • October 11, 2018 (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



# Indiana Bankers Association Senior Lender Forum



**Presenter: Karl Nelson**

**Karl Nelson**, president and CEO of KPN Consulting will lead the Forum discussion. Nelson served as a senior vice president with the Federal Home Loan Bank of Atlanta from 1991 through 2002 where he managed the sales and marketing, strategic planning, and trade association/regulatory outreach efforts and served on the bank’s ALCO. Prior to joining the FHLB, he was involved for 18 years with various regional banks. Nelson serves on the faculties of the Graduate School of Banking in Madison, WI and Boulder, CO, the Graduate School of Banking Investments & Financial Management in Columbia, SC, the Financial Managers School in Madison, the Asian Banking Academy, as well as the faculties of many of the state banking schools. Nelson is an organizing director and ALCO chairman for a de novo bank in North Carolina and consults regularly with community bank boards and management on business strategies.

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**Registration Fee for All Three Sessions:**

The following fees include the program materials, continental breakfast, lunch and refreshments.

\$1,200 per IBA member    \$2,400 per non-member

Please return this forum to: IBA Center for Professional Development, 8425 Woodfield Crossing Blvd, Suite 155E, Indianapolis, IN 46240

Name \_\_\_\_\_ E-mail Address \_\_\_\_\_

Bank \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Cell \_\_\_\_\_

**Confirmation / Cancellation Policy**

Due to our commitments, the price is inclusive of all three sessions. A full refund for the 3-session forum will be given for cancellations received prior to the first session. Any registrant who does not cancel before the first session will be billed the full registration fee and sent the materials. Substitutions are welcome at no additional charge.

**Agenda**

- 8:30 a.m. Registration
- 9:00 a.m. Program Begins
- Noon Lunch
- 3:00 p.m. Program Adjourns

**For More Information**

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