An Investment in Your Bank’s Future!

The Forums provide an opportunity for community bank lenders to exchange ideas freely, dissect problems, and discuss important issues with peers. The Senior Lender Forums are designed to be a rewarding experience where members can grow professionally, as well as personally.

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

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

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

Possible Forum Topics

- Regulatory issues - current events; Reg Z; Examiners’ hot buttons.
- Profitability issues - The economy/marketplace pricing discipline; loan fees/waivers; margin maintenance; customer segmentation.
- Lending and risk issues - Making underwriting more effective; mistakes lenders make; loan grading; handling problem credit.
- People issues - Coaching for performance; personal improvement plans.
- Personal growth - Time management; leadership and vision; communication strategies.
- Alternative Products/Emerging issues - Mortgage market products; lender environmental insurance.
- Sales Issues - Negotiating skills; motivation and incentives.
- Technology Terms - New products.
Presenter: Richard Hamm

Richard Hamm with Advantage Consulting & Training has been training bankers for 26 years, designing and delivering courses specializing in commercial lending and credit, including portfolio and risk management, commercial real estate (CRE) and appraisals, plus selling and negotiating skills, and director training. His clients include national associations such as The Risk Management Association (RMA); regional banking schools such as the Barret School of Banking – Memphis, the Graduate School of Banking – Wisconsin, the Southwestern Graduate School of Banking – Dallas, the Graduate School of Banking at Colorado, and the Western States School of Banking; state banking and community banking associations in a dozen states; and individual banks.

He is based in Huntsville, AL, and has owned/operated Advantage Consulting & Training for 12 years, after a 22-year banking career including senior positions in lending and credit, plus president of a community bank through formation, then acquisition of an existing bank. He has BS and MBA degrees from the University of Alabama, Tuscaloosa.

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Indiana Bankers Association  
Senior Lender Forum

Registration Fee for All Three Sessions:
The following fees include the program materials, continental breakfast, lunch and refreshments. Surcharge of 100% for non-members.

$1,200 per IBA 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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