



bankers' compliance group®

ALDRICH & BONNEFIN, P.L.C.  
counsel for Bankers' Compliance Group®  
presents

# Commercial Lending: BACK TO BASICS

Faced with a downturn in the economy and an increasing number of problem loans, commercial lenders must maintain a delicate balance between prudent lending standards and creative loan terms that may be dictated by today's competitive market place. Now more than ever, it is essential that lenders have a solid foundation in, and understanding of, the basic concepts and rules of commercial lending.

With this in mind, Aldrich & Bonnefin is pleased to invite you, your commercial lending and documentation staff, private bankers, loan administrators, credit personnel and auditors to attend a seminar on commercial lending. This seminar will focus on the basics, providing a comprehensive discussion of the rules for creating and perfecting a security interest in personal property collateral, as well as a review of the primary loan documents used in commercial loans. In addition, this seminar will cover the risks presented by "secret liens" that may compete with a lender's claims to collateral and a review of the major changes to the Small Business Administration 7(a) and 504 loan programs as implemented by the revised SOP 50-10(5).

## Speakers

**MARK E. ALDRICH, ESQ.**, a principal of Aldrich & Bonnefin, is the head of the firm's Corporate Practice Group and its commercial lending practice. Mr. Aldrich has over 25 years of speaking experience and has been a panelist and lecturer for the Bankers' Compliance Group, California Bankers Association and other trade groups. Mr. Aldrich is former Chairman of the Financial Institutions Committee of the Business Law Section of the California State Bar.

**ERIC G. BARON, ESQ.**, a principal of Aldrich & Bonnefin, has been serving Bankers' Compliance Group members' needs for over 17 years. Mr. Baron specializes in commercial and real estate lending, commercial loan workouts, construction lending, environmental law, letters of credit and employment law matters. Prior to becoming an attorney, Mr. Baron worked as a commercial loan officer with a regional bank in Washington D.C.



## MAIN TOPICS

### **Attachment and Perfection of a Security Interest**

- ☞ Requirements for Creating a Security Interest
- ☞ Methods of Perfection
- ☞ Priority Issues

### **Hidden Liens**

- ☞ Liens for Performance of Services
- ☞ Agricultural Liens
- ☞ Tax and Other Governmental Liens

### **Documenting Commercial Loans**

- ☞ Promissory Note
- ☞ Loan Agreement
- ☞ Security Agreement
- ☞ Financing Statement

### **Standard Operating Procedures for SBA 7(a) and 504 Loans**

- ☞ Changes Implemented by the Revised SOP
- ☞ Appraisal Requirements Under the Revised SOP
- ☞ Environmental Issues Under the Revised SOP

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Our **Commercial Lending Seminar** will be held in the following locations. Please note the specific hotel for your seminar as they can vary according to availability. Please also note the parking rules for **San Francisco** and the validation rules for each location. **We recommend you dress in layers, as the meeting rooms tend to vary in temperature.**

<b>Location &amp; Parking</b>	<b>(Registration begins at 8:00)</b>	<b>8:30 a.m. — 3:00 p.m.</b>
<b>SAN JOSE</b> Hilton & Towers, 300 Almaden Blvd. (Parking: We validate for self-parking only.)		Friday, August 1, 2008
<b>LOS ANGELES</b> Airport Marriott Hotel, 5855 West Century Blvd. (Parking: We validate for self-parking only.)		Monday, August 4, 2008
<b>MONROVIA</b> Doubletree Hotel, 924 W. Huntington Drive (Parking: Free parking is available.)		Tuesday, August 5, 2008
<b>SAN FRANCISCO</b> Palace Hotel, 2 New Montgomery St. (Parking: We validate for <b>hotel valet-parking only.</b> )		Thursday, August 7, 2008
<b>GARDEN GROVE</b> Anaheim Marriott Suites, 12015 Harbor Blvd. (Parking: Free self-parking is available.)		Friday, August 8, 2008
<b>SACRAMENTO</b> Sheraton Grand Hotel, 1230 J St. (Parking: Validated, self-parking is available in garage on 13th Street, between I and J streets. Valet-parking not validated.)		Tuesday, August 12, 2008
<b>SAN DIEGO</b> Mission Valley Marriott, 8757 Rio San Diego Drive (Parking: We validate for self-parking only.)		Thursday, August 14, 2008
<b>ONTARIO</b> Airport Marriott, 2200 E. Holt Blvd. (Parking: We validate for self-parking only.)		Friday, August 15, 2008
<b>SANTA BARBARA</b> Biltmore, 1260 Channel Dr. (Parking: Free self-parking is available.)		Tuesday, August 19, 2008
<b>WOODLAND HILLS</b> Warner Center Marriott, 21850 Oxnard St. (Parking: We validate for self-parking only.)		Wednesday, August 20, 2008

**ACCREDITATION: APPROVED FOR MCLE CREDIT:** As an added benefit of BCG members, we are offering this seminar to in-house attorneys for Minimum Continuing Legal Education Credits (MCLE). The State Bar of California has approved this activity in the amount of **4.75** hours. Aldrich & Bonnefin certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing MCLE.

**APPROVED FOR CRCM CREDIT:** We are offering this Seminar for credit for Certified Regulatory Compliance Managers (CRCMs). This activity is eligible for **4.75** hours of CRCM Continuing Bankers Education credit by the Institute of Certified Bankers.

**CPE CREDIT:** Aldrich & Bonnefin follows Continuing Education regulations as outlined in the California Accountancy Act. CE may be obtained for Certified Public Accountants and Public Accountants. This activity is eligible for **4.75** hours of CPE Continuing Education credit.

**MATERIALS: SPM #3** This will be a full-day seminar from 8:30 a.m. to 3:00 p.m. In conjunction with the seminar, we will be updating Standard Procedures Manual #3, "Commercial Lending." **Note:** Only those attendees designated by their institution will receive a manual. All attendees will receive an Agenda and Outline.

**ADMINISTRATIVE MATTERS: Registration begins at 8:00 a.m.** at all locations, along with a continental breakfast. You will be on your own for lunch.

- ◆ **We recommend you send in your registration as soon as possible.** Our desire is to accommodate all our members, however, due to hotel space constraints, we are forced to accommodate seating on a **first-received basis for registrations.** **Registration Deadline is 5 business days prior to each seminar location. Seating and materials cannot be guaranteed after this deadline.**
- ◆ For Bankers' Compliance Group Members, charges will be billed on a pro rata basis.
- ◆ For non-members, there is a \$750 fee for the first person attending from your institution, and a \$250 fee per person for each additional person attending from the same institution. **Fees must be paid and received prior to seminar.** Registration fees will be refunded to non-members only if cancellation notice is received on or before **July 25, 2008.**
- ◆ The law firm reserves the right to limit the number of persons from each member who may attend subject to availability
- ◆ For additional information regarding the seminar, please contact Christine Todi or Monique Billingsley at (949) 553-0909 or toll free (BCG Members only) at (800) 742-3600.



**IMPORTANT:** Registration due **5 BUSINESS DAYS PRIOR TO EACH SEMINAR LOCATION.** Because of hotel space constraints, we must accommodate seating and materials on a first received basis for registrations.

NAME OF ORGANIZATION \_\_\_\_\_ ADDRESS \_\_\_\_\_

RESPONDENT'S NAME AND EMAIL \_\_\_\_\_

TELEPHONE NO. \_\_\_\_\_ FAX NO: \_\_\_\_\_



Please check here if you have a disability and may require accommodation in order to fully participate in this activity. You will be contacted by the BCG Coordinator to discuss your specific needs.

ABBV.	LOCATIONS:	TIME: 8:30 a.m.—3:00 p.m.
<b>SJ</b>	<b>SAN JOSE, CA.</b> Friday, August 1, 2008, Hilton & Towers, 300 Almaden Blvd.	
<b>LA</b>	<b>LOS ANGELES, CA.</b> Monday, August 4, 2008, LAX Marriott, 5855 West Century Blvd.	
<b>MO</b>	<b>MONROVIA, CA.</b> Tuesday, August 5, 2008, Doubletree Hotel, 924 West Huntington Drive	
<b>SF</b>	<b>SAN FRANCISCO, CA.</b> Thursday, August 7, 2008, Palace Hotel, 2 New Montgomery Street	
<b>GG</b>	<b>GARDEN GROVE, CA.</b> Friday, August 8, 2008, Anaheim Marriott Suites, 12015 Harbor Blvd.	
<b>SA</b>	<b>SACRAMENTO, CA.</b> Tuesday, August 12, 2008, Sheraton Grand Hotel, 1230 J Street	
<b>SD</b>	<b>SAN DIEGO, CA.</b> Thursday, August 14, 2008, Mission Valley Marriott, 8757 Rio San Diego Drive	
<b>ON</b>	<b>ONTARIO, CA.</b> Friday, August 15, 2008, Ontario Airport Marriott, 2200 East Holt Blvd.	
<b>SB</b>	<b>SANTA BARBARA, CA.</b> Tuesday, August 19, 2008, Santa Barbara Biltmore, 1260 Channel Drive	
<b>WH</b>	<b>WOODLAND HILLS, CA.</b> Wednesday, August 20, 2008, Warner Center Marriott, 21850 Oxnard Street	

NAME OF ATTENDEE (Premium members: copy sheet and attach)	LOCATION ABBREVIATION (ABOVE)	COMP	PURCHASE	OUTLINE
		MANUAL	MANUAL	ONLY
		(CHECK ONE BOX)		
1)				
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**REGISTRATION SHEET**

Please fill in name of every attendee and check a box to receive a purchased manual or a complimentary manual (up to 5 per BCG member).

**PURCHASE MANUAL COST**

SPM #3 is **\$40.00** for duration of seminar. This Price is for Members Only. Member Will Be Billed For Extra Manuals On Its BCG Bill.

**SEMINAR FEE:**

**BCG Members:** PRO RATA  
[The member will be billed; do not enclose a check]

**Non-BCG Member:**  
First Person \$750.00  
Each additional person \$250.00

Check Enclosed: \$ \_\_\_\_\_  
Please **Make Checks Payable** and Return This Form To:

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**Fax (949) 474-2906**  
(No cover sheet required)