

Aldrich & Bonnefin, PLC*, Counsel for Bankers' Compliance Group®

Loan Workouts & Collections in Uncertain Times

May 2025

Given that there is still some current uncertainty in the economy, the likelihood of defaults on loans, loan workouts, and collections could increase. As a result, financial institutions should be prepared for the increase in loan workouts and collection activities. While lenders may explore creative ways of re-structuring loans made to borrowers who are now under stress, lenders should also hone their skills relating to the collection process. Ultimately, if attempts at a loan workout fail, the lender may be faced with foreclosing on and liquidating its collateral to minimize potential losses.

With this in mind, Aldrich & Bonnefin, PLC is pleased to invite you to attend our Seminar on Loan Workouts & Collections in Uncertain Times. This Seminar will address loan workout considerations and alternatives, and address collection activities under federal and California Fair Debt Collection Practices Acts, including Senate Bill 1286 which expands the California FDCPA to cover certain commercial debt. In addition, we will discuss real estate workout issues, as well as regulatory issues and loan classifications.



We have scheduled only Recording Playbacks with Live Q&As for this Seminar.

No in-person Seminar locations will be held.



Joel N. Cook, Esq., is a principal of Aldrich & Bonnefin, PLC and the firm's President and CEO. Mr. Cook also manages the firm's Corporate and Lending Practice Group which includes corporate securities law, corporate governance, commercial and consumer lending. Mr. Cook's practice focuses on corporate law, commercial lending matters (including commercial and real estate loans, loan participations and loan workouts) as well as regulatory compliance. Mr. Cook obtained his law degree from Loyola Law School of Los Angeles. Prior to becoming an attorney, Mr. Cook worked as a banker for nine years in various roles with a large national bank and had extensive dealings with the Office of the Comptroller of the Currency.



Harry Khalsa is an associate at Aldrich & Bonnefin, PLC. Mr. Khalsa graduated from Loyola University New Orleans College of Law Cum Laude. Mr. Khalsa went on to obtain an LL.M. in Property Development Law from the University of Miami School of Law. Prior to joining Aldrich & Bonnefin, Mr. Khalsa worked as Senior Counsel in the commercial workout section of Wells Fargo Bank, N.A. Throughout his career he has also worked for several law firms serving clients in the banking and financial services industry. Mr. Khalsa is a member of the State Bars of California, Virginia, Florida, and the District of Columbia.

SEMINAR HIGHLIGHTS

- **Loan Workout Considerations and Alternatives**
 - Pre-workout due diligence
 - Benefits of a pre-negotiation agreement
 - Whether to forbear, restructure or foreclose
- **Federal and California Fair Debt Collection Practices Acts & UDAAP**
 - When the federal and California FDCPA's apply
 - Overview of the requirements under the federal and California FDCPA's
 - SB 1286 expanding the California FDCPA to cover certain commercial debt
- **Real Estate Workout Issues**
 - Deeds in lieu of foreclosure
 - Short sales and surviving a second lien position
 - Potential issues with foreclosed properties
- **Regulatory Issues and Loan Classifications**
 - Appraisal requirements
 - How troubled debt restructurings, non-accrual loans and impaired loans are treated under CECL
 - Internal review and classifications of loans

WHO SHOULD ATTEND?

Please invite your compliance managers and staff, consumer and mortgage loan officers, in-house counsel, chief credit officers and compliance auditors.

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&
BONNEFIN**

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* Janet Bonnefin has retired from the firm.

SEMINAR RECORDING PLAYBACKS - BCG MEMBERS ONLY
 (Continuing education credit will be provided only to the registrant)

	DATE AND TIME	REGISTRATION CLOSE DATE
RECORDING PLAYBACK #1	Wednesday, May 7, 2025, 8:30 a.m. - 3:00 p.m.	Friday, May 2, 2025, 12:00 p.m.
RECORDING PLAYBACK #2	Friday, May 9, 2025, 8:30 a.m. - 3:00 p.m.	Tuesday, May 6, 2025, 12:00 p.m.
RECORDING PLAYBACK #3	Tuesday, May 20, 2025, 8:30 a.m. - 3:00 p.m.	Thursday, May 15, 2025, 12:00 p.m.
RECORDING PLAYBACK #4	Thursday, May 22, 2025, 8:30 a.m. - 3:00 p.m.	Monday, May 19, 2025, 12:00 p.m.

LOGIN INFORMATION: Registrants will receive an email two business days prior to the Recording Playback Date with the login information. Registrants also will receive a second email when the pin is activated and the Seminar materials are available to download. There will be live question and answer sessions both during and at the end of the presentation.

REGISTRATION

MEMBERS: To register for this Seminar, please contact your institution’s BCG Main Contact, or if you are authorized, log in at <http://register.bankerscompliancegroup.com/subadmin> and select “Register for Events.” We recommend that you register as soon as possible as registrations are accepted on a first-come, first-served basis.

MATERIALS

For this Seminar, Standard Procedures Manual #12, *Loan Workouts & Collections*, will be updated. BCG Members will receive the updated SPM through their membership subscription to Compliance Companion® by the first week of May 2025. As noted above, registered attendees will be able to download the Agenda and Discussion Outline prior to the Seminar.

ACCREDITATION
 (Continuing education credit will be provided only to the registrant)

MCLE: Aldrich & Bonnefin, PLC 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. This activity has been approved in the amount of **4.75** hours.

CRCM: American Bankers Association (ABA) Professional Certifications has approved Loan Workouts & Collections in Uncertain Times for: **5.75** CRCM credit. APPROVED NON-ABA CE search for training will appear as: Aldrich & Bonnefin, PLC | Loan Workouts & Collections in Uncertain Times.

CPE: Aldrich & Bonnefin, PLC follows Continuing Education (CE) regulations as outlined in the California Accountancy Act. CE credit may be obtained for Certified Public Accountants and Public Accountants. This activity is eligible for **5.5** hours of CPE Continuing Education credit.