

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

Loan Workouts & Collections in Uncertain Times

August 2023

Given the current uncertainty in the economy and rising interest rates, the likelihood of defaults, loan workouts, and collections may be increasing, and 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, as well as the federal and California Fair Debt Collection Practices Acts and collection activities in light of UDAAP. In addition, we will discuss foreclosing on real property collateral, as well as regulatory issues and loan classifications.



Mark E. Aldrich, Esq., a principal of Aldrich & Bonnefin, PLC, specializes in financial institution regulatory issues, commercial lending and corporate and securities matters. Mr. Aldrich actively advises California financial institutions, including both commercial banks and credit unions, their boards of directors and audit committees. Mr. Aldrich is the Chairman of the firm. Mr. Aldrich also handles bank formations, securities offerings, mergers and acquisitions of financial institutions, as well as bank regulatory and enforcement matters.

ALDRICH
&
BONNEFIN

Professional Law Corporation*



Harijot "Harry" Khalsa, Esq., 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. He received his bachelor's degree from the University of Mary Washington. 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 firm's Consumer Practice Group.

BANKERS' COMPLIANCE GROUP®

phone: 800.742.3600

fax: 949.474.0617

Email: info@bankerscompliancegroup.com



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
 - Collection activities in light of UDAAP
- Foreclosing on Real Property Collateral
 - Nonjudicial and judicial foreclosure procedures
 - Bidding strategies
- 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 loan officers, loan workout specialists, special assets personnel, chief financial officers, and chief credit officers.

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

* Janet Bonnefin is retired from the practice of law with 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	Thursday, August 10, 2023, 8:30 a.m. - 3:00 p.m.	Monday, August 7, 2023, 12:00 p.m.
RECORDING PLAYBACK #2	Friday, August 11, 2023, 8:30 a.m. - 3:00 p.m.	Tuesday, August 8, 2023, 12:00 p.m.
RECORDING PLAYBACK #3	Tuesday, August 15, 2023, 8:30 a.m. - 3:00 p.m.	Thursday, August 10, 2023, 12:00 p.m.
RECORDING PLAYBACK #4	Thursday, August 17, 2023, 8:30 a.m. - 3:00 p.m.	Monday, August 14, 2023, 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-serve 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 September 2023. 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 credits. 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 **4.75** hours of CPE Continuing Education credit.