Loan Workouts & Collections

ver the last few years, lenders have generally enjoyed good credit quality and a minimum of nonperforming loans. However, with interest rates increasing, the economic cycle maturing, and borrower stress likely to follow, financial institutions should begin to staff up for loan workouts and collection activities. While exploring creative ways of re-structuring these loans in an effective workout, lenders must 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 so as to minimize any potential losses.

With this in mind, Aldrich & Bonnefin, PLC is pleased to invite you to attend a seminar on Loan Workouts and Collection Issues. This seminar will address loan workout structuring and alternatives. as well as regulatory and accounting issues raised in the collection process. In addition, the seminar will include a discussion of issues lenders may encounter when foreclosing on personal property collateral, as well as issues related to foreclosing on real estate collateral.



Mark E. Aldrich, Esq., a principal of Aldrich & Bonnefin, is the head of the firm's Corporate Practice Group including the firm's commercial lending practice. Mr. Aldrich has over 30 years of speaking experience and has been a panelist and lecturer for the Bankers' Compliance Group, California Bankers Association and other trade groups on commercial lending matters. Mr. Aldrich is currently a member of the California Bankers Association Legal Affairs Committee.

WHO SHOULD ATTEND?

Please invite your loan officers, loan workout specialists, special assets personnel, chief financial officers, and chief credit officers.



SEMINAR HIGHLIGHTS

Case studies in loan workouts

- Structuring alternatives
- **Documentation issues**

Foreclosing on personal property collateral

- Repossession issues
- Disposition of tangible collateral

Regulatory and accounting issues affecting loan workouts

- Appraisal requirements for loan workouts
- When is a loan workout a troubled debt restructure
- Non-accrual loan issues
- Impact of Current Expected Credit Losses (CECL) Rules

Real estate workout issues

- Short sales
- Deeds in lieu of foreclosure
- Surviving a second lien position

BANKERS' COMPLIANCE GROUP®





phone: 800.742.3600 fax: 949.474.0617 Email: info@bankerscompliancegroup.com

Our *Loan Workouts & Collections Seminar* will be held at the following locations. Note: Hotel locations can vary from month to month.

LOCATIONS	DATE AND TIME	HOTEL INFO	PARKING INFO
GARDEN GROVE	Friday, Jan. 4, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Monday 12/31	Anaheim Marriott Suites 12015 Harbor Blvd., (714) 750-1000	Free self-parking is available.
SANTA BARBARA	Thursday, Jan. 10, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Friday 1/04	Four Seasons Resort, The Biltmore 1260 Channel Dr., (805) 969-2261	Free self-parking is available.
WOODLAND HILLS	Friday, Jan. 11, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Monday 1/07	Warner Center Marriott 21850 Oxnard St., (818) 887-4800	We validate for self-parking only.
ONTARIO	Tuesday, Jan. 15, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Wed. 1/09	Ontario Doubletree 222 North Vineyard Ave., (909) 937-0900	Free self-parking is available.
SANTA CLARA	Thursday, Jan. 17, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Friday 1/11	TEMPORARY LOCATION Santa Clara Marriott 2700 Mission College Blvd., (408) 988-1500	We validate for self-parking only.
SAN FRANCISCO	Friday, Jan. 18, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Monday 1/14	San Francisco Hilton Union Square 333 O'Farrell Street, (415) 771-1411	Validated self-parking is available in Hilton hotel garage on Ellis Street, between Mason and Taylor Streets. Valet-parking not validated.
SACRAMENTO	Wednesday, Jan. 23, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Thurs. 1/17	Sheraton Grand Sacramento Hotel 1230 J St., (916) 447-1700	Validated self-parking is available in Ace/ Sheraton garage directly across the street, on corner of 13th Street and J Streets. Valet-parking not validated.
LOS ANGELES	Friday, Jan. 25, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Friday 1/18	LAX Airport Marriott 5855 West Century Blvd., (310) 641-5700	We validate for self-parking only.
MONROVIA	Tuesday, Jan. 29, 8:30 a.m. – 3:00 p.m. Registration closes at noon on Wed. 1/23	Courtyard Marriott 700 W. Huntington Drive, (626) 357-5211	Free self-parking is available.
DECISTRATION			

REGISTRATION

To register for this Seminar, please contact your institution's Main Contact, or if you are authorized, log in at https:// 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. If you haven't registered online with us before, contact Paige Tyler at 800-742-3600 or info@bankerscompliancegroup.com for assistance.

NON-MEMBERS: The non-member registration fee is \$750 for the first person attending from an institution and \$550 for each additional person from the same institution. To attend this Seminar, <u>pre-registration and confirmation is mandatory</u>. Non-members may pay by credit card or check. To pay by credit card, follow the credit card instructions during the online registration process. Major credit cards are accepted. To pay by check, make checks payable and mail to Aldrich & Bonnefin, PLC, P.O. Box 19686, Irvine, CA 92623-1029 and indicate the event you are registering for. Non-member registration fees (less \$50) will be refunded only if cancellation notice is received 5 business days prior to the Seminar date.

<u>MATERIALS</u>: For this Seminar, Standard Procedures Manual #12, "Loan Workout & Collections," will be updated. Each member institution will receive via email a link to a downloadable PDF of the Standard Procedures "E-Manual." Non-member attendees will receive one hard copy manual, which will be mailed to the attendee by the end of the Seminar month. All registered attendees will receive a Discussion Outline the day of the Seminar. <u>Members Only</u> may purchase additional hard copies of SPM #12 during January for \$45.00 per copy plus shipping charges and applicable sales tax.

ACCREDITATION

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: We have submitted to the American Bankers Association a request for approval of this activity in order for Certified Regulatory Compliance Managers to receive continuing education credit. The activity <u>may be</u> eligible for up to 4.75 continuing education credits. Contact the law firm for further information regarding the status of our request (<u>info@bankerscompliancegroup.com</u>).

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.