

Loan Workouts & Collections

March 2021

The COVID-19 pandemic and the resulting impact on the economy has increased the likelihood of loan workouts, defaults and collections. While the COVID-19 vaccines, and the recent Consolidated Appropriations Act of 2021 stimulus bill, may help reduce the pandemic's impact on the economy and loan portfolios, we are in uncertain times and financial institutions must be prepared for new efforts to reduce or mitigate potential losses.

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. Therefore, the processes for such actions should now be revisited.

With this in mind, Aldrich & Bonnefin, PLC is pleased to invite you to attend our Seminar on Loan Workouts and Collections. This Seminar will address loan workout considerations and alternatives, as well as foreclosing on real property collateral. In addition, the Seminar will cover regulatory and accounting issues impacting loan workouts, as well as recent developments and hot topics.



SEMINAR HIGHLIGHTS

- Loan Workout Considerations and Alternatives
 - ◇ Pre-workout due diligence
 - ◇ Benefits of a pre-negotiation agreement
 - ◇ Whether to forbear, restructure or fore-close
- Foreclosing on Real Property Collateral
 - ◇ Nonjudicial and judicial foreclosure procedures
 - ◇ Recent California laws impacting foreclosures
 - ◇ Bidding strategies
- Regulatory and Accounting Issues Affecting Loan Workouts
 - ◇ Troubled debt restructurings, non-accrual loans and impaired loans
 - ◇ Related changes under the CARES Act and the Consolidated Appropriations Act of 2021, and recent interagency guidance
- Other Recent Developments and Hot Topics
 - ◇ Eviction and foreclosure moratoriums
 - ◇ Recent delay of CECL and relief for certain non-PPP SBA loans
 - ◇ Considering the demise of LIBOR when re-structuring loans

WHO SHOULD ATTEND?

Loan officers, loan workout specialists, special assets personnel, chief financial officers, chief credit officers and in-house counsel.

We have scheduled only Recording Playbacks with Live Q&A for this Seminar. No in-person Seminars will be held.



SPEAKER: 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.



SPEAKER: Joel N. Cook, Esq., a principal of Aldrich & Bonnefin, joined the firm in August 2011. As manager of the firm's Corporate Practice Group, 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.

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SEMINAR RECORDING PLAYBACK - BCG MEMBERS ONLY

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

	DATE AND TIME	LOGIN INFORMATION
RECORDING PLAYBACK #1	Wednesday, March 10, 2021, 8:30 a.m. - 3:00 p.m. Registration closes at noon on Fri., 3/5	Registrants will receive an email two business days prior to the Seminar Recording Playback 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.
RECORDING PLAYBACK #2	Friday, March 12, 2021, 8:30 a.m. - 3:00 p.m. Registration closes at noon on Tues., 3/9	Registrants will receive an email two business days prior to the Seminar Recording Playback 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.
RECORDING PLAYBACK #3	Tuesday, March 16, 2021 8:30 a.m. - 3:00 p.m. Registration closes at noon on Thurs., 3/11	Registrants will receive an email two business days prior to the Seminar Recording Playback 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.
RECORDING PLAYBACK #4	Thursday, March 25, 2021, 8:30 a.m. - 3:00 p.m. Registration closes at noon on Mon., 3/22	Registrants will receive an email two business days prior to the Seminar Recording Playback 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 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. Each member institution will receive via email a link to a downloadable PDF of the Standard Procedures "E-Manual." As noted above, registered attendees will be able to download the Agenda and Discussion Outline prior to the Seminar. Members Only may purchase additional hard copies of SPM #12 during March 2021 for \$80.00 per copy plus shipping charges and applicable sales tax.

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: Loan Workouts & Collections Seminar has been submitted to ABA Professional Certifications for CE credit review and is pending approval. Once we receive notification of the credit approval, we will notify attendees/participants. Contact the law firm for further information regarding the status of our request (info@bankerscompliancegroup.com).

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.