

COMMERCIAL LENDING SCHOOL
October 19-23, 2020 ~ Bluemont Hotel ~ Manhattan, Kansas

MONDAY October 19	TUESDAY October 20	WEDNESDAY October 21	THURSDAY October 22	FRIDAY October 23
7:30-8:00 am Registration	7:00-8:00 am Breakfast	7:00-8:00 am Breakfast	7:00-8:00 am Breakfast	7:00-8:00 am Breakfast
8:00 am-8:15 am Welcome & Orientation 8:15 am-10:00 am Understanding the Business Environment	8:00 am-10:00 am Historical Financial Analysis (continued)	8:00 am-10:00 am Historical Financial Analysis (continued)	8:00 am-10:00 am Loan Structure and Credit Administration	8:00 am-9:00 am Assessment Instrument 9:00 am-10:30 am Commercial Real Estate Lending
10:00-10:15 am Break	10:00-10:15 am Break	10:00-10:15 am Break	10:00-10:15 am Break	10:30-10:45 am Break
10:15 am-12:00 pm Understanding the Business Environment (continued)	10:15 am-12:00 pm Financial Analysis (continued)	10:15 am-12:00 pm Historical Financial Analysis (continued)	10:15 am-12:00 pm Loan Structure and Credit Administration (continued)	10:45 am-11:30 am Calling, Negotiating and Selling 11:30 am-11:45 am Closing Comments
12:00-1:00 pm Lunch	12:00-1:00 pm Lunch	12:00-1:00 pm Lunch	12:00-1:00 pm Lunch	11:45 am Adjourn
1:00 pm-2:30 pm Understanding the Business Environment (continued) 2:30 pm-3:00 pm Historical Financial Analysis	1:00 pm-3:15 pm Historical Financial Analysis (continued)	1:00 pm-3:00 pm Historical Financial Analysis (continued)	1:00 pm-2:00 pm Loan Structure and Credit Administration (continued) 2:00 pm-3:00 pm Problem Loans	
3:00-3:15 pm Break	3:15-3:30 pm Break	3:00-3:15 pm Break	3:00-3:15 pm Break	
3:15 pm-5:30 pm Historical Financial Analysis (continued)	3:30 pm-5:30 pm Historical Financial Analysis (continued) 5:30 pm-6:00 pm Q & A Session and Group Homework	3:15 pm-4:30 pm Stress Testing and Projection Analysis 4:30 pm-5:00 pm Assessment Overview	3:15 pm-4:30 pm Problem Loans (continued) 4:30 pm-5:00 pm Group Assessment Preparation	
6:00 pm-7:30 pm Pizza Dinner	FREE EVENING	FREE EVENING	FREE EVENING	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)