

**COMMERCIAL LENDING SCHOOL**  
**October 24-28, 2022 ~ Bluemont Hotel ~ Manhattan, Kansas**

<b>MONDAY October 24</b>	<b>TUESDAY October 25</b>	<b>WEDNESDAY October 26</b>	<b>THURSDAY October 27</b>	<b>FRIDAY October 28</b>
<b>7:30-8:00 am Registration</b>	<b>7:00-8:00 am Breakfast</b>	<b>7:00-8:00 am Breakfast</b>	<b>7:00-8:00 am Breakfast</b>	<b>7:00-8:00 am Breakfast</b>
8:00 am-8:15 am <b>Welcome &amp; Orientation</b> 8:15 am-10:00 am <b>Understanding the Business Environment</b>	8:00 am-10:00 am <b>Historical Financial Analysis</b> (continued)	8:00 am-10:00 am <b>Historical Financial Analysis</b> (continued)	8:00 am-10:00 am <b>Loan Structure and Credit Administration</b>	8:00 am-9:00 am <b>Assessment Instrument</b>  9:00 am-10:30 am <b>Calling, Negotiating and Selling</b>
<b>10:00-10:15 am Break</b>	<b>10:00-10:15 am Break</b>	<b>10:00-10:15 am Break</b>	<b>10:00-10:15 am Break</b>	<b>10:30-10:45 am Break</b>
10:15 am-12:00 pm <b>Understanding the Business Environment</b> (continued)	10:15 am-12:00 pm <b>Financial Analysis</b> (continued)	10:15 am-12:00 pm <b>Historical Financial Analysis</b> (continued)	10:15 am-12:00 pm <b>Loan Structure and Credit Administration</b> (continued)	10:45 am-12:00 pm <b>Introduction to Commercial Real Estate Lending</b>  <b>12:00 pm</b> Closing Comments
<b>12:00-1:00 pm Lunch</b>	<b>12:00-1:00 pm Lunch</b>	<b>12:00-1:00 pm Lunch</b>	<b>12:00-1:00 pm Lunch</b>	<b>12:00-12:30 pm Box Lunch</b> (for those staying for optional bonus session only)
1:00 pm-2:30 pm <b>Understanding the Business Environment</b> (continued) 2:30 pm-3:00 pm <b>Historical Financial Analysis</b>	1:00 pm-3:15 pm <b>Historical Financial Analysis</b> (continued)	1:00 pm-3:00 pm <b>Historical Financial Analysis</b> (continued)	1:00 pm-2:00 pm <b>Loan Structure and Credit Administration</b> (continued) 2:00 pm-3:00 pm <b>Problem Loans</b>	12:30 pm-2:00 pm <b>Optional Bonus Session: Underwriting, Documenting, and Monitoring Commercial Real Estate Loans</b>  <b>2:00 pm Optional Session Adjourns</b>
<b>3:00-3:15 pm Break</b>	<b>3:15-3:30 pm Break</b>	<b>3:00-3:15 pm Break</b>	<b>3:00-3:15 pm Break</b>	
3:15 pm-5:30 pm <b>Historical Financial Analysis</b> (continued)	3:30 pm-5:30 pm <b>Historical Financial Analysis</b> (continued)  5:30 pm-6:00 pm <b>Q &amp; A Session and Group Homework</b>	3:15 pm-4:30 pm <b>Stress Testing and Projection Analysis</b>  4:30 pm-5:00 pm <b>Assessment Overview</b>	3:15 pm-4:30 pm <b>Problem Loans</b> (continued)  4:30 pm-5:00 pm <b>Group Assessment Preparation</b>	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)
<b>FREE EVENING</b>	<b>FREE EVENING</b>	<b>FREE EVENING</b>	<b>FREE EVENING</b>	