

COMMERCIAL LENDING SCHOOL

October 23-27, 2023 ~ Younes Conference Center ~ Kearney, Nebraska

MONDAY October 23	TUESDAY October 24	WEDNESDAY October 25	THURSDAY October 26	FRIDAY October 27
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
<p style="text-align: center;">8:00 am-8:15 am Welcome & Orientation</p> <p style="text-align: center;">8:15 am-10:00 am Understanding the Business Environment</p>	<p style="text-align: center;">8:00 am-10:00 am Historical Financial Analysis (continued)</p>	<p style="text-align: center;">8:00 am-10:00 am Historical Financial Analysis (continued)</p>	<p style="text-align: center;">8:00 am-10:00 am Loan Structure and Credit Administration</p>	<p style="text-align: center;">8:00 am-9:00 am Assessment Instrument</p> <p style="text-align: center;">9:00 am-10:30 am Calling, Negotiating and Selling</p>
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
<p style="text-align: center;">10:15 am-12:00 pm Understanding the Business Environment (continued)</p>	<p style="text-align: center;">10:15 am-12:00 pm Financial Analysis (continued)</p>	<p style="text-align: center;">10:15 am-12:00 pm Historical Financial Analysis (continued)</p>	<p style="text-align: center;">10:15 am-12:00 pm Loan Structure and Credit Administration (continued)</p>	<p style="text-align: center;">10:45 am-12:00 pm Introduction to Commercial Real Estate Lending</p> <p style="text-align: center;">12:00 pm Closing Comments</p>
12:00-1:00 pm Lunch	12:00-1:00 pm Lunch	12:00-1:00 pm Lunch	12:00-1:00 pm Lunch	12:00-12:30 pm Box Lunch**
<p style="text-align: center;">1:00 pm-2:30 pm Understanding the Business Environment (continued)</p> <p style="text-align: center;">2:30 pm-3:00 pm Historical Financial Analysis</p>	<p style="text-align: center;">1:00 pm-3:15 pm Historical Financial Analysis (continued)</p>	<p style="text-align: center;">1:00 pm-3:00 pm Historical Financial Analysis (continued)</p>	<p style="text-align: center;">1:00 pm-2:00 pm Loan Structure and Credit Administration (continued)</p> <p style="text-align: center;">2:00 pm-3:00 pm Problem Loans</p>	<p style="text-align: center;">12:30 pm-2:00 pm Optional Bonus Session: Underwriting, Documenting, and Monitoring Commercial Real Estate Loans</p> <p style="text-align: center;">2:00 pm Optional Session Adjourns</p>
3:00-3:15 pm Break	3:15-3:30 pm Break	3:00-3:15 pm Break	3:00-3:15 pm Break	
<p style="text-align: center;">3:15 pm-5:30 pm Historical Financial Analysis (continued)</p>	<p style="text-align: center;">3:30 pm-5:30 pm Historical Financial Analysis (continued)</p> <p style="text-align: center;">5:30 pm-6:00 pm Q & A Session and Group Homework</p>	<p style="text-align: center;">3:15 pm-4:30 pm Stress Testing and Projection Analysis</p> <p style="text-align: center;">4:30 pm-5:00 pm Assessment Overview</p>	<p style="text-align: center;">3:15 pm-4:30 pm Problem Loans (continued)</p> <p style="text-align: center;">4:30 pm-5:00 pm Group Assessment Preparation</p>	<p>**Box lunch is for those staying for optional bonus session only</p> <p>Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.</p>
5:45 pm-6:45 pm Pizza Dinner (optional)	FREE EVENING	FREE EVENING	FREE EVENING	