



REGISTRATION INFORMATION

To Register, visit: www.AmericaWestConference.com

ATTENDEE REGISTRATION

\$499	JAN. 1, 2018 UNTIL MAY 18, 2018
\$549	MAY 19, 2018 UNTIL JUNE 15, 2018

For questions or more information, contact
AmericaWest@eventfullyyourz.com

Presenting Sponsors:  Liberty SBF



ITINERARY

Tuesday, 6.19

1:00p-5:00p **PCFS Solutions User Meeting/Training Workshop Day 1:** Complimentary workshop for PCFS customers. Two-day workshop includes company updates and product roadmap as well as training on applications. Day 1 includes a general session, Q&A, Multiple training sessions and a customer dinner. A great opportunity to gain knowledge and understanding of the PCFS Solutions' platform so you can use your system to its maximum potential. [Click here to register](#) (training topics to be determined by customer feedback).

Wednesday, 6.20

8:00a-12:00p **PCFS Solutions User Meeting/Training Workshop Day 2:** Complimentary workshop for PCFS customers. Two-day workshop includes company updates and product roadmap as well as training on applications. Day 2 includes multiple training sessions and Q&A. A great opportunity to gain knowledge and understanding of the PCFS Solutions' platform so you can use your system to its maximum potential. [Click here to register](#) (training topics to be determined by customer feedback).

9:00a-11:00a Exhibitor Check-In

10:00a-1:00p Attendee Check-In

11:00a-1:00p Exhibits Open

1:00p-2:00p Opening Session: *Setting the Vision with SBA District Offices & George H. Harrop*

2:00p-3:30p **Education Workshops:** Interactive, engaging workshops with tangible takeaways will include:

- Intro to 7(a) & 504 Lending
- How to Market SBA 7(a) & 504 Loans: "Double your Volume"
- Properly Managing Risk through Internal Processes & Procedures

3:30p-4:00p **Networking Break/Exhibits**

4:00p-5:30p **Education Workshops:** Interactive, engaging workshops with tangible takeaways will include:

- Servicing & the 1502 Report: How to Stay in Balance with Colson
- Franchise Lending for Community Lenders
- Finding and Developing the Right SBA Team

6:00-7:30p **Welcome Reception:** Join our exhibitors for a welcome reception.

Thursday, 6.21

7:30a-9:00a	Breakfast & Exhibits
9:00a-10:00a	Small Business Owner Keynote: <i>Mark Sanders of R3 Strategic Support Group and EOD Warrior Foundation</i>
10:00a-10:30a	Networking Break/Exhibits
10:30a-12:00p	Education Workshops: Interactive, engaging workshops with tangible takeaways will include: <ul style="list-style-type: none">• Underwriting and Cash Flow Analysis for 7(a) & 504• Winning Deals with Wholesale SBA 504 1st Mortgage Programs• Business Coaching – Pathway to Extraordinary Performance
12:00p-1:30p	“Carnival” Lunch & Exhibits
1:30p-3:00p	Education Workshops: Interactive, engaging workshops with tangible takeaways will include: <ul style="list-style-type: none">• Preserve & Protect the SBA Guaranty from Closing, Servicing to Liquidation• Advanced Business Acquisitions & Valuations: The Difficult Deals• Fintech and the Future of SBA Lending
3:00p-3:30p	Networking Break/Exhibits
3:30p-5:00p	Education Workshops: Interactive, engaging workshops with tangible takeaways will include: <ul style="list-style-type: none">• Closing Fundamentals for 7(a) & 504 Loans• Building a Sustainable SBA Lending Program
6:30p-8:30p	Beach Party sponsored by Liberty SBF and Five Star Bank



Friday, 6.22

7:30a-8:30a	Breakfast & Exhibits
8:30a-10:00a	Education Workshops: Interactive, engaging workshops with tangible takeaways will include: <ul style="list-style-type: none">• Intricacies & Importance of Properly Structuring 7(a) Loans• Construction Management, Appraisals & Environmental• Lessons Learned for Building & Growing your SBA Program
10:00a-10:30a	Networking Break/Exhibits
10:30a-12:00p	Closing SBA Keynote Session: U.S. SBA Administrator, Linda McMahon Don't miss this opportunity to hear from Linda McMahon in person. Ms. McMahon advocates on behalf of the 30 million small businesses in America. She leads a team of professionals dedicated to ensuring entrepreneurs have the support and tools they need to start, grow and succeed in business, specifically through access to capital and federal contracting opportunities; counseling and mentorship; and financial assistance following declared disasters. Read more...



Hilton Orange County Costa Mesa

Located just 5 minutes from the John Wayne/Orange County Airport (complimentary airport shuttle to/from hotel), the Hilton has multiple onsite and nearby restaurants and recreational options for networking and entertaining clients.

Group Rate of \$179 until May 18th

Reserve your room at www.AmericaWestConference.com

