

U.S. SBA Administrator, Linda McMahon

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





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

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

11:00a-1:00p **Exhibits Open**

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

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

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: Mark Sanders of R3 Strategic Support Group and EOD Warrior Foundation 10:00a-10:30a Networking Break/Exhibits 10:30a-12:00p Education Workshops: Interactive, engaging workshops with tangible takeaways will include: 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: Preserve & Protect the SBA Guaranty from Closing, Servicing to Liquidation Advanced Business Acquisitions & Valuations: The Difficult Deals

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

3:30p-5:00p Education Workshops: Interactive, engaging workshops with tangible takeaways will include:

• Closing Fundamentals for 7(a) & 504 Loans

• Building a Sustainable SBA Lending Program

Fintech and the Future of SBA Lending

6:30p-8:30p Beach Party sponsored by Liberty SBF and Five Star Bank

Thursday, June 21st 6:30-8:30 pm Sponsored by: LibertySBF

Friday, 6.22

7:30a-8:30a Breakfast & Exhibits

8:30a-10:00a Education Workshops: Interactive, engaging workshops with tangible takeaways will include:

- 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

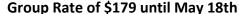
Closing SBA Keynote Session: U.S. SBA Administrator, Linda McMahon
Don't miss this opportunity to hear from Linda McMahon in person.
Ms. McMahon advocates on behalf of the 30 million small businesses in
America. She leads a team of professionals dedicated to ensuring
entrepreneurs have the support and 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.



Reserve your room at www.AmericaWestConference.com

