

SBA COURSE DESCRIPTIONS

Biz Acquisitions

The risks inside and out of business acquisitions - navigating issues and remaining competitive.

Build Your Team

Gain the tools to understand the roles and responsibilities of a dynamic team.

Cash Flow

Outlining the best practice in financial analysis, making sure to satisfy the SBA's SOP.

Closing Due Diligence

Case study discussion on how to perform appropriate due diligence in loan closings.

Closings

How to get complex deals through the closing process while complying with SOP requirements.

Collections

Defaults are unavoidable - Master workouts and liquidation to avoid repair or denial of SBA Guarantee.

Get Paid

Prevent guarantee repairs, denials, and get paid through servicing uncorrectable issues.

Guarantee Preservation

Determine your SBA eligibility and stay within regulations by following a few simple rules!

Origination Details

Loan structuring in a changing market and how to remain compliant with utilization of loan brokers.

Providers

LSP's - to be or not to be? Learn what to look for, how to compliment and manage your process.

SMART in PARRiS

Understanding and using SBA lender oversight tools is critical to successful lender and CDC participation.

Third Party Reports

Learn how to identify good vendors that understand the importance of efficiency in SBA lending.