



WEDNESDAY, FEBRUARY 5TH

2:00-4:30 pm	Description
Building the Right Team	<p>Your employees are the framework of your team. Whether or not your "house" is a new build or a renovation, you must have a team that works cohesively from the basement to the attic. This session will give you the tools to understand the roles and responsibilities of a dynamic team and how to choose the right people for success and efficiency.</p> <p><i>This optional pre-conference training can be added to your training registration for just \$49.</i></p>

THURSDAY, FEBRUARY 6TH

All workshops below are included with the cost of your training registration.

10:30 - 11:45 am	
Tools to Increase SBA Lending	This session is designed to give you the tools to increase 7(a) and 504 Volume from various perspectives of marketing and sales, while learning the SBA lending business model. We discuss ways to effectively market the SBA Programs to different audiences, target the most appropriate referral sources for the individual lenders, discuss strategies for competing loan programs and list some specific tools of the trade for takeaways.
Grow your business with the SBA Export Program	Come learn how to use the SBA Export loan products to make your small business customers more competitive, meet their financing needs, and support their sales growth in the international marketplace.
Staffing for your SBA Program	Wondering how to put into place the right team structure to ensure you are covered from Origination to Guaranty Repurchase, come learn from a long time SBA Lender on how to lead your organization onto the right path in building your team. Not ready to fully staff your SBA Lending Department, learn other tools and resources for managing your SBA loan clients' needs through referral or Lender Service Provider outsourcing.
1:00-2:30 pm	
Loan Processing and Closing	When processing and closing a SBA 7(a) and 504 loans prudent standards are key. Come learn how to perform proper due diligence to verify lien positions and to ensure that borrowers comply with appropriate laws and regulations. Join industry experts in a discussion with case studies on how to perform the appropriate due diligence in loan closings. Through case studies and role playing, join industry experts in an interactive session involving complex transactions with an emphasis on getting deals through the closing process while complying with SOP requirements, various scenarios, a discussion of local closing procedures and prudent closing practices.
Loan Servicing and Reporting	1502 Reporting is a challenge for lenders working on legacy systems. This is often a manual process and requires a lot of work on Loan Operations and Accounting. This class will emphasize the best way to keep your loan in balance with Colson and requirements to do so, while demonstrating best practice procedures to balance your 7(a) portfolios with Colson.
Submitting for the SBA Guaranty	SBA loan defaults can happen to the best SBA lenders. But it's those lenders with the best plans for workout and liquidation that end up without a repair or denial of their SBA Guaranty. Attend this workshop if you want (i) an action plan to implement when your Borrower defaults, (ii) tips on drafting a workout that helps your Borrower and protects the SBA Guaranty and (iii) strategies for maximizing the likelihood of payment in full of the SBA Guaranty.

2:45-3:45 pm	
SBA Lender Compliance	You've made the loan...now what? Learn what SBA expects its lenders and CDC's do to manage risk and what additional oversight SBA provides. Building your relationship with the SBA can provide lenders with confidence and help expect the unexpected.
Lending Technology – Closing the Deal Safer and Faster	Increase your program efficiency without jeopardizing your guaranty. Technology offers real deal solutions to processing pitfalls and compliance management. Come find out how to leverage these resources to increase your SBA Lending capacity.
SBA 504, Community Advantage, Micro Loans and other Small Business Lending Programs	SBA 7(a) loans are a great tool to help manage your customers' needs but did you know that there are many other programs that are also available through the SBA and other economic development programs? Come increase your knowledge on those additional programs and better serve your small businesses by being able to offer solutions to their small business lending needs outside of SBA 7(a) lending. A wide variety of programs will be covered to ensure your prepared to answer all your small business clients' needs.

QUESTIONS

For questions related to training or registration, please contact us by email at AmericaWest@eventfullyyourz.com or by phone at **844.887.6477** and our event team will be happy to help.

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