



## 2024 Commercial Lending School September 30 - October 4 Courtyard by Marriott, Ankeny

Monday 9/30	Tuesday 10/1	Wednesday 10/2	Thursday 10/3	Friday 10/4
9:00am - 9:30am Registration	Breakfast 7:00am - 8:00am	Breakfast 7:00am - 8:00am	Breakfast 7:00am - 8:00am Pre-Test Review (Optional)	Breakfast 7:00am - 8:00am
9:30am - 9:45am Orientation	<b>QUIZ 1</b>	<b>QUIZ 2</b>		
9:45am - 11:00am What is a Commercial Banker in Today's Banking Environment/ Foundation Concepts in Commercial Lending <i>James Klein</i>	8:00am - 10:00am Assessing Borrower Performance <i>Mike Wear</i>	8:00am - 10:15am Analyzing Personal Financial Statements and Tax Returns Dan Quinlin	8:00am - 10:00am Responsible Commercial Real Estate Lending <i>Tom Wiley</i>	8:00am - 9:30am Identifying and Managing Problem Loans (cont.)
11:00am - 12:30pm Evaluating Management <i>James Klein</i>	Break 10:00am - 10:15am	Break 10:15am - 10:30am	Break 10:00am - 10:15am	Break 9:30am - 9:45am
Lunch 12:30 - 1:30pm	10:15am - 12:15pm Assessing Borrower Performance (continued)	10:30am - Noon Projecting Future Performance <i>Dan Quinlin</i>	10:15am - 11:45am Responsible Commercial Real Estate Lending (continued)	9:45am - 10:15am Case Study Wrap Up Morris Electric <i>Tom Wiley</i>
1:30pm - 3:30pm Understanding the Borrower's Business <i>Cody Davis</i>	Lunch 12:15pm - 1:00pm	Lunch Noon - 12:45pm	Lunch 11:45am - 12:30pm	10:15am - 12:00pm Establishing Credit Discipline <i>Tom Wiley</i>
Break 3:30pm - 3:45pm	1:00pm - 3:00pm Assessing Borrower Performance (continued)	12:45pm - 1:45pm Projecting Future Performance (cont.)	12:30pm - 2:30pm Effective Relationship Mgmt <i>Dan Johnson</i>	12:00pm - 1:00pm Post-Test
3:45pm - 4:45pm Understanding the Borrower's Business (cont.)	Break 3:00pm - 3:15pm	Break 3:00pm - 3:15pm	Break 2:30pm - 2:45pm	
4:45pm - 6:00pm Assessing Risks Facing the Borrower <i>Cody Davis</i>	3:15pm - 5:30pm Assessing Borrower Performance (continued)	3:15pm - 4:30 Loan Structure & Support (continued)	2:45pm - 4:00pm Case Study/Role Play Everyday Chiropractic <i>Johnson/Wiley</i>	
Dinner/Reception 6:00pm - 7:30pm	DINNER ON YOUR OWN	DINNER ON YOUR OWN	4:00pm - 6:00pm Identifying and Managing Problem Loans <i>Tom Wiley</i>	
			<b>QUIZ 3</b>	
			DINNER ON YOUR OWN	