

ABA Foundational Commercial Lending School (subject to change)

April 28 - May 3, 2019

Collins Executive Education Center - SMU

Sunday, April 28	Monday, April 29	Tuesday, April 30	Wednesday, May 1	Thursday, May 2	Friday, May 3	
	8:00 AM - 9:30 AM The Importance of Cash Flow	8:00 - 9:30 AM Evaluating the Commercial Borrower's Business Strategy	8:00 - 10:00 AM Specialized Lending: CRE	8:00 - 10:00 AM Fundamentals of Asset Based Lending	8:00 - 10:00 AM Monitoring your Commercial Loan Portfolio	
	9:45 AM - 11:15 AM The Importance of Cash Flow					
	11:30 AM - 12:15 PM The Importance of Cash Flow	9:45 am - 12:00 pm Underwriting the Loan Request	10:15-12:15 PM Presentation Skills for Lenders	10:15 AM - 12:15 PM Underwriting Case Study	10:15 AM - 12:15 PM Underwriting Case Study	10:15 - 11:30 AM Simulation Review/Debrief
	12:15 - 1:15 PM Lunch	12:00 - 1:00 PM Lunch	12:15 - 1:15 pm Lunch	12:15 - 1:15 PM Lunch	12:15 - 1:15 PM Lunch	11:30 AM School Adjourns
	1:15 - 2:15 PM The Importance of Cash Flow	1:00 - 2:30 pm Developing the Credit Memo	1:15 - 3:30 PM An Introduction to Credit Risk Management: Credit Policy and Credit Culture	1:15 - 3:15 PM Underwriting Case Study		
	12:00 - 2:30PM School Registration					
	2:30 - 3:00 PM Orientation	2:30 - 3:15 PM Bank Loan Simulation Orientation	2:45 - 3:45 PM Communication Skills for Client Relationship Building			
3:00 - 5:00 PM Banking, the Economy & Credit Outlook <i>S. MacDonald</i>	3:30 - 4:45 PM Simulation Breakout 1	4:00 - 5:15 PM Simulation Breakout 2	3:45 - 4:45 PM Simulation Breakout 3	3:30 - 4:30 PM Simulation Breakout 4		
	4:45 - 5:30 PM Simulation Bid Session 1	5:15 - 5:45 PM Simulation Bid Session 2	4:45 - 5:15 PM Simulation Bid Session 3	4:30 - 5:15 PM Simulation Bid Session 4		
5:30 - 6:30 PM Reception Magnolia Hotel Dallas Park Cities						