

# Acquiring, Holding & Disposing of Other Real Estate

Thursday, February 18, 2010

3:00 pm – 4:30 pm Eastern

## WEBINAR – ON-DEMAND WEB LINK & FREE CD ROM

The rapid rise in both residential and commercial foreclosures has increased the potential for higher levels of other real estate (ORE) to be held by financial institutions. This has become such a major concern that federal regulators issued:

- a “Guidance on Other Real Estate” which explains the importance of developing and implementing policies and procedures for acquiring, holding, and disposing of ORE, and
- a policy statement on “Prudent Commercial Real Estate Loan Workouts” which sets forth the appropriate standards for evaluating the management practices, workout arrangements, credit classification, regulatory reporting, and accounting for loan workouts.

This webinar will cover the ORE laws and regulations, outline the proper policies and procedures for acquiring, holding and disposing of ORE, and explain how to implement proper loan workout programs.

### HIGHLIGHTS

- Evaluating the alternatives – workout, foreclosure, deed in lieu of foreclosure, receivership
- Elements of prudent a loan workout plan
- Valuation of ORE
- Protecting Tenants at Foreclosure Act of 2009
- Examination procedures for ORE
- Regulatory limitations on holding ORE

### WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to learn the proper policies, procedures, and alternative methods to acquire, hold, and dispose of ORE, and how to handle a proper loan workout. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

### WHO SHOULD ATTEND?

This informative session is designed for bank personnel involved with acquiring, holding, or disposing of ORE, such as loan officers, workout officers, collectors, attorneys, compliance officers, real estate managers, and property managers.

**PLEASE NOTE:** Your registration fee allows you to have **one telephone connection**. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes **one internet connection** from a single computer terminal.

### ABOUT THE PRESENTER – Elizabeth Fast, JD, CPA, Banker’s Choice

Elizabeth Fast is a partner with Spencer Fane Britt & Browne LLP where she specializes in the representation of financial institutions. Elizabeth is the head of the firm’s training division known as Bankers Choice. She received her law degree from the University of Kansas and her undergraduate degree from Pittsburg State University. In addition, she has a Master of Business Administration degree and she is a Certified Public Accountant. Before joining Spencer Fane, she was General Counsel, Senior Vice President, and Corporate Secretary of a \$9 billion bank with more than 130 branches, where she managed all legal, regulatory, and compliance functions. She is a member of the Missouri State Banking Board by appointment of the Governor.