

Writing Policies for Loan Workouts & Collections

Thursday, March 18, 2010

3:00 pm – 4:30 pm Eastern

WEBINAR – ON-DEMAND WEB LINK – FREE CD ROM

Direct Quote from the FDIC: “The agencies have found that prudent loan workouts are often in the best interest of the bank and the borrower. The agencies have encouraged and will continue to encourage bankers not only to extend new credit to credit worthy borrowers, but also to work in a prudent manner with borrowers who may be facing financial difficulties.”

In fact, it is in every bank’s interest to develop a strong policy for loan workouts and collections. This webinar will provide sample policy language and explain how you can implement it. The recently-released Interagency Policy Statement for workout guidelines will also be addressed.

The Participant Manual will be available in MS Word, so your bank can easily utilize the sample language to develop policy or to fine-tune your current policy.

HIGHLIGHTS

- Collection procedures, including the Fair Debt Collection Practices Act
- Review a five-step timeline of appropriate actions from 18 days past due to 90 days past due
- Collection practices for different types of loans (e.g., consumer, real estate, commercial, etc.)
- Learn the fine points of the regulatory agencies’ recently-released “Workout Guidelines”

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to ensure your bank has a workout and collections policy for your loan and collection officers that passes muster with examiners. 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 loan officers, collection officers, loan personnel, compliance officers, and auditors.

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 – Ann Brode, Brode Consulting Services, Inc.

Ann Brode began her career in 1973 and has continued her service as a consultant to regional and community financial institutions through a wide range of areas including strategic planning, lending, deposits, marketing, training, compliance, and management. Ann is a well-respected presenter and has spoken to audiences across the country for over 20 years. She has presented sessions for numerous state associations and has taught at the School of Banking Administration at the University of Wisconsin as well as many other state banking schools. Ann is the author of *The Bank Deposit Documentation Manual for Front-Line Personnel*, published by Bankers Publishing Company, and is well represented in numerous industry publications.

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