



## Alabama Bankers Association Education

### Loan Documentation 101

## A Webinar Series for All Your Lenders and Support Staff

Webinar ▲ January 15, January 29 & February 5 ▲ 1:30 - 3:30 CT

#### Loan Doc I - January 15, 2010, 1:30-3:30 CT

##### The Basics: Obtaining Enforceable Liens Under UCC9

This first seminar in a series of three presents basic loan documentation principles and practices under Revised Article 9 for collateral other than real estate. Topics for discussion include:

- Perfecting a security interest (lien) under Revised Article 9
- UCC-1 filing requirements, including where to file and collateral description language
- Understanding how and why collateral "classifications" provide the basis of proper perfection of security interests
- How to perfect a security interest by using the "1-3-1 Approach"
- Critical issues and documentation requirements to consider when extending credit to individuals (including proprietorships), corporations and LLCs, including Article 9 exact name standards

#### Loan Doc II - January 29, 2010, 1:30-3:30 CT

##### Lien Perfection: Getting it Right

Session II builds on the principles learned in Session I. Items covered include a variety of specific classifications of collateral, language description requirements for UCC and security agreements, terminations, assignments and releases. Purchase money security interests, collateral not owned by the borrower and other documentation topics are also discussed. Highlights include:

- Goods (tangible personal property): consumer goods, inventory, equipment and farm products
- Intangible Personal Property: accounts, instruments, investments, deposit accounts, chattel paper, documents, payment intangibles, commercial tort claims software, letter of credit rights and general intangibles
- Fixtures: These items are "weird", demanding and worth paying attention to

#### Loan Doc III - February 5, 2010, 1:30-3:30 CT

##### Reviewing Collateral Files

This session presents a unique collateral documentation checklist that gives lenders the ability to quickly and effectively review collateral documentation for acceptability. There will also be a brief discussion of loan agreements, their purpose, use, role and content. The checklist focuses on:

- The nature and proper name of the borrower
- Authorization documentation for all kinds of borrowers
- The proper questions to be asked and answered related to each document and type of collateral

All sessions include ample time for questions and answers

##### Presenter

Bob Ullom

##### Audience

Bankers at all experience levels will find these programs helpful, informative and confirming.

CE Applied: 2.5 hours CLBB/CPB with the Institute of Certified Bankers

CE Awarded: 2 hours with the Texas State Board of Public Accountancy

##### What is a Webinar?

A webinar is an enhanced telephone seminar. The audio portion is delivered by speaker phone. You may also view a corresponding PowerPoint presentation using a PC. No special hardware is needed. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides 1 connection to the webinar, materials and access to the On-Demand Webinar for 30 days following the broadcast. You may have

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