

Writing Policies for Loan Workouts & Collections

WEBINAR – ON DEMAND WEB LINK & FREE CD ROM

Thursday, March 18, 2010

12 - 1:30 pm PT
1 - 2:30 pm MT
2 - 3:30 pm CT
3 - 4:30 pm ET

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.

Continuing Education: Attendance verification for CE credits provided upon request.



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”

WHO SHOULD ATTEND?

This informative session is designed for loan officers, collection officers, loan personnel, compliance officers, and auditors.

MEET THE PRESENTER

**Ann Brode,
Brode Consulting Services, Inc.**



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