

PRINCIPLES OF COMMERCIAL LENDING SCHOOL
October 20-24, 2008 ~ West Holiday Inn ~ Topeka, KS

MONDAY October 20	TUESDAY October 21	WEDNESDAY October 22	THURSDAY October 23	FRIDAY October 24
7:30 - 8:00 a.m. Registration	7:00 - 7:45 a.m. Breakfast			
8:00 - 8:15 a.m. Orientation	7:45 - 10:00 a.m. Principles of Historical Financial Analysis <i>(continued)</i>	7:45 - 10:00 a.m. Principles of Historical Financial Analysis <i>(continued)</i>	7:45 - 8:15 a.m. Financial Analysis Wrap-Up Q & A Session	7:45 - 9:15 a.m. Calling, Negotiating and Selling
8:15 - 10:15 a.m. Understanding Businesses			8:15 - 10:00 a.m. Loan Structure & Credit Administration	
10:15 - 10:30 a.m.	10:00 - 10:15 a.m.	10:00 - 10:15 a.m.	10:00 - 10:15 a.m.	9:15 - 9:30 a.m.
	Break			
10:30 a.m. - 12:15 p.m. Understanding Businesses <i>(continued)</i>	10:15 a.m. - 12:00 p.m. Principles of Historical Financial Analysis <i>(continued)</i>	10:15 - 11:15 a.m. Principles of Historical Financial Analysis <i>(continued)</i>	10:15 a.m. - 12:30 p.m. Loan Structure & Credit Administration <i>(continued)</i>	9:30 - 10:30 a.m. Calling, Negotiating and Selling <i>(continued)</i>
		11:15 a.m. - 12:00 p.m. Principles of Sensitivity Analysis		10:30 - 11:00 a.m. Commercial Lending in Action
12:15 - 1:15 p.m.	12:00 - 1:00 p.m.	12:00 - 1:00 p.m.	12:30 - 1:15 p.m.	11:00 a.m. - 12:00 p.m. Assessment Instrument
	Lunch			
1:15 - 2:30 p.m. Understanding Businesses <i>(continued)</i>	1:00 - 3:15 p.m. Principles of Historical Financial Analysis <i>(continued)</i>	1:00 - 3:15 p.m. Principles of Sensitivity Analysis <i>(continued)</i>	1:15 - 3:15 p.m. Problem Loans	12:00 - 12:15 p.m. Assessment Instrument Review
2:30 - 3:00 p.m. Lending Process in Action				12:15 - 12:30 p.m. Evaluations and Closing Remarks
3:00 - 3:15 p.m.	3:15 - 3:30 p.m.	3:15 - 3:30 p.m.	3:15 - 3:30 p.m.	12:30 p.m. Adjournment
	Break			
3:15 - 5:30 p.m. Principles of Historical Financial Analysis	3:30 - 5:00 p.m. Principles of Historical Financial Analysis <i>(continued)</i>	3:00 - 5:30 p.m. Lending Process in Action & Hot Topics in Lending	3:30 - 4:30 p.m. Problem Loans <i>(continued)</i>	
5:45 - 6:45 p.m. Pizza Party	5:00 - 5:30 p.m. Lending Process in Action		4:30 - 5:30 p.m. Group In-Class Assessment Preparation	
	5:30 - 6:00 p.m. Optional Q & A Session	5:30 - 6:00 p.m. Assessment Instrument Overview		
Evening Homework	Evening Homework	Assessment Preparation	Assessment Preparation	

(Note: Schedule subject to variations in sequence, class offerings and adjustments in length of class sessions.)