

**Should We Enter the Syndicated Loan Market?  
 A Decision and Planning Blueprint for a  
 Successful Leveraged Lending Program**

**If you are not in the leveraged lending market, is it time for you to take a look? If you are in this market, are you employing best practices?**

Among the benefits of the leveraged lending market, community and small regional banks are achieving growth and diversification with a strategic layer of syndicated loans. Since the recession, a few distinct trends within the banking landscape stand out:

- A growing class of banks \$1-15 billion has increased assets by 15%, however they remain concentrated in real estate.
- Banks greater than \$50 billion have grown assets 44%. They have diversified and their C&I marketing focus is moving downstream.
- Smaller banks' concentrations in real estate and CRE are moving back to 2008 levels
- Regulators are watching these trends closely.

If you are a bank over \$500 million in assets with a strong commercial credit culture, a syndicated loan portfolio is a viable option. A conservative and well-planned entry into the syndicated loan market has proven successful for many banks.

Please join our presenters -- Randy Cameron, Dave Wood and Jim Nowe -- as they outline a strategic planning process to enter and operate within this market. They demonstrate how to create a bank-appropriate portfolio by balancing performance with the standards of compliance within the 2013 Interagency Guidance for Leveraged Lending.

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<b>Date:</b>	July 13, 2017, 11 AM Central.
<b>Duration:</b>	Scheduled for 90 minutes including question and answer session.
<b>Price:</b>	\$299.00 webinar, \$349.00 CD or Digital Download, \$399.00 webinar and CD or Digital Download. Each option may be viewed by an unlimited number of attendees in one room. CD or DL includes full audio presentation, question and answer session and presentation slides. CD and DL options subject to \$5.95 handling charge.
<b>CPE Credits:</b>	Live webinar approved for 1.5 NASBA credit hours (Management Advisory Services).
<b>Presenter:</b>	Randy Cameron, Managing Principal, Financial Institution Growth LLC; Dave Wood, Managing Principal, Financial Institution Growth LLC; Jim Nowe, Executive Director of Compliance, The Casey Group, LTD.
<b>Who Should</b>	Bank CEOs, CCOs, CLOs, CROs, executives responsible for strategic planning,

## Overview and Key Topics

This is a practical "how to" webinar. We examine proven new product planning and due-diligence standards supported by the fundamental regulatory blueprint that was outlined in the 2013 "Guidance."

- The state of the leveraged loan market and non-money center bank adoption.
- Why the "Guidance" is working – A market update.
- Pros and cons of various leveraged loan program strategies – How to decide.
- Before you begin – Audit your credit culture and the importance of fit.
- Sourcing loans, divesting loans, assessing value and timing.
- Best Practices and critical components to design and implement a leveraged lending initiative, including:
  - Writing a formal New Product business plan.
  - Developing an implementation checklist.
  - Creating a compliant Leveraged Lending Credit Policy.
  - Underwriting and portfolio management nuances.
  - Completing enterprise valuations: methods and testing.
  - Reporting and reporting systems.
  - Operational planning and coordination – Involve all stakeholders.
  - Balancing and acquiring resources.
  - Underwriting and working with third parties. They can make a difference.
  - Ongoing management of your program.
- Best practices in meeting "Guidance" components.
  - Know the 2013 "Guidance."
  - Your policy compliance and credit quality.
  - Underwriting.
  - Provisioning (ALLL) practices.
  - Risk grading.
  - Credit review.
  - Portfolio management nuances.
- Managing regulator expectations: A former OCC SNC examiner's perspective and wisdom.
- Live Q&A.
- AND MUCH MORE!

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### YOUR CONFERENCE LEADER

Your conference leaders for **Should We Enter the Syndicated Loan Market? A Decision and Planning Blueprint for a Successful Leveraged Lending Program** are Randy Cameron, Dave Wood and Jim Nowe.

Randy Cameron is a thought and practice leader in community, regional and national banks in the development of commercial relationships and portfolios. A credit executive for more than 25 years, Randy has broad experience, industry leadership and skills in building teams and systems to deliver disciplined credit cultures in banks intent on achieving safe and sound loan growth. Randy has developed, structured and managed large complex national credits, capital market credit products and regional middle market relationships. He has authored articles and taught classes on sales management, equipment finance, asset based and leveraged lending. As bank analyst, Randy has a deep understanding of what makes banks work and the delicate risk-price balancing of assets, liabilities, and capital. Randy has degrees in finance and accounting, an MBA from the University of Utah, and is a distinguished graduate of the Stonier Graduate School of Banking at the University of Delaware.

community banks. As a commercial lender he has negotiated and booked complex, multi-faceted transactions for multinationals to core working capital and term credits to local businesses while working for financial institutions on both coasts. As a training executive, he trained hundreds of bankers in beginning and advanced applications of commercial lending, accounting and trade finance. He has extensive experience as a senior credit administrator working with principal, marked to market and counterparty risk exposures. As a credit policy executive he managed policy development, exposure definition & aggregation systems. During his years in treasury credit administration, he was responsible for global dollar clearings exposures to international banks and developed revised bank analytics. Dave now assists commercial banks build earning asset programs to accelerate performance and effectively deploy capital.

James Nowe is executive director of compliance for The Casey Group LTD, will be a contributing speaker. Jim has over thirty-six years' experience in the commercial banking and regulatory arenas. Prior to joining the Casey Group in 2016, Jim was a national bank examiner with the Office of the Comptroller of the Currency (OCC). He has served as examiner-in-charge and portfolio manager over community banks across the country. He spent 24 years at the OCC including service as an SNC examiner reviewing leveraged loans.

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