

# Fundamentals of SBA Lending: Documenting, Closing & Funding the SBA Loan

WEBINAR – ON DEMAND WEB LINK & FREE CD ROM

**Thursday, July 22, 2010**

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

SBA lending affords financial institutions the opportunity to finance small business loans and simultaneously secure a 50-90% federal government loan guarantee. While the program can be quite profitable, it is not without risks. Compliance with SBA regulations is mandatory to ensure success and profitability. With numerous program changes over the last year, it is critical to understand the new regulations and the way to make the SBA loan programs work for your bank.

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



## HIGHLIGHTS

- SBA lending in general
  - Loan programs – 7(a), 504, and Express
  - General eligibility requirements
  - Lender participation – GP, CLP, and PLP
- Documenting SBA loans
  - Loan authorization
  - SBA required forms
  - Other key documents
- Closing and funding SBA loans
  - Due diligence
  - Proving borrower's injection
  - Tracking loan proceeds
- Servicing and liquidating SBA loans and recent regulatory changes
  - Servicing and liquidating the loan
  - Recent regulatory changes
  - Hot topics

## WHO SHOULD ATTEND?

This informative session is designed for business development officers, loan closers/administrators, and personnel responsible for post-closing and servicing SBA loans.

**MEET THE PRESENTER**

**David W. Starfield  
Starfield & Smith PC**



**MEET THE PRESENTER**

**Kimberly A. Rayer  
Starfield & Smith PC**



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