

Writing Policies for Loan Workouts & Collections

DISTANCE LEARNING

Tuesday, April 20, 2010 • 3:00 pm – 4:30 pm Eastern

Examiners are in agreement that prudent loan workouts are often in the best interest of the lender and the borrower. They have encouraged, and will continue to encourage, lenders 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.

It is in every financial institution's interest to develop a strong policy for loan workouts and collections. This session will provide sample policy language and explain how implementation. The manual will be made available in a WORD format so you can easily utilize the sample language to either develop or fine-tune your policy.

HIGHLIGHTS

- Collection procedures, including the Fair Debt Collection Practices Act
- A 5-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.)
- For cases where it is beneficial to work further with the borrowers, learn the fine points of the regulatory agencies' recently-released "Workout Guidelines"

ABOUT THE PRESENTER – Ann Brode, Brode Consulting, Inc.

Ann Brode began her career in 1973 and has continued her service as a consultant to regional and community financial institutions through a wide range of areas including strategic planning, lending, deposits, marketing, training, compliance, and management. Ann is a well-respected presenter and has spoken to audiences across the country for over 20 years. She has presented sessions for numerous state associations and has taught at the School of Banking Administration at the University of Wisconsin as well as many other state banking schools. Ann is the author of *The Bank Deposit Documentation Manual for Front-Line Personnel*, published by Bankers Publishing Company, and is well represented in numerous industry publications.

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Credit Union _____

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