



### **BREAKOUT SESSION LISTING**

We have a number of great breakout sessions we are working to include in our agenda. There's truly something for every role and level in SBA Lending from novice to experienced! *Please note that sessions are subject to change until finalized.*

- Updates on the SBA SOP 50-10-5(J) / 50-57-2
- Top Reasons for Screen Outs and How to Avoid Them - 7(a) & 504
- Basic Processing and Eligibility Issues - 7(a) & 504
- Borrower Distress - Intensive Servicing Best Practices - 7(a)
- Borrower Distress - Intensive Servicing Best Practices - 504
- Loan Structuring Tips and Mistakes to Avoid - 7(a) & 504
- Handling SBA Loan Closings, Documentation, and Avoiding Pitfalls - 7(a) & 504
- SBA Refinance Regulations and Update - 7(a) & 504
- What to expect when you're expecting a SMART / PARRiS Review
- ETran & SBA One - A hands on Approach
- SBA Loans for Energy and Green Projects - 504
- Alternate Uses of 504 Loans - Equipment Loans, Little Used Industries
- Guaranty Purchase Process and/or Getting Your Guaranty Funded
- Liquidating a 504 Loan
- Exporting and Procurement Opportunities
- How to Effectively Market your SBA Programs
- Business Valuations (panel discussion)
- Franchise Lending - Measuring Franchise Performance
- Environmental Issues
- Starting an SBA Group
- Utilizing LSPs - Best Practices
- SBA Referral Fees - Are you operating Between the Black Lines
- How to Incorporate the 504 Programs into your Bank Business Loans
- Secondary Markets for 7(a)