

Construction Loan Success – Navigating the Life Cycle of a Construction Loan
Presented by Clint Hooppaw of Highpoint Advisors, LLC

March 17, 2026 | 8:30am to Noon

[Registration is open – Click here to sign up](#)

Construction lending can be one of the most rewarding, and riskiest, areas of CRE lending. From origination to the final draw, every step introduces potential pitfalls and opportunities to outperform your competition.

Designed for commercial lenders, credit analysts, loan operations, risk management, and leaders overseeing construction portfolios.

Participants Will Leave With:

- An understanding of the construction loan lifecycle
- A repeatable framework for screening construction deals
- A disciplined draw process model
- A practical policy blueprint
- Early warning indicators for all stages of the lifecycle

Planned Agenda

	Arrival & Networking
8:30	Welcome, Introductions, Participant Poll
8:40	Construction Loan Lifecycle
8:55	Origination Disciplines
9:10	Deal Filter - Case Study Exercise
9:30	Underwriting Construction Risk
9:50	Documentation and Pre-closing Risk
10:10	Building a Strong Construction Loan Policy
10:25	Break
10:35	Draw Process Discipline
10:55	Draw Process Dispute - Case Study Exercise
11:15	Monitoring & Early Warning Signs
11:35	Development Risk Amplifiers (High Level)
11:45	Case Study Debrief - Bringing It All Together
11:55	Wrap-up, Q&A, Final Takeaways
12:00	Instructor available for further Q&A

Implementation Tools Provided

- Detailed Course Manual
- Construction Loan Policy Framework
- Loan Screening Checklist
- Draw Administration Process & Template
- Site Visit Checklist
- Construction Lending Desk Reference