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MINNESOTA CHAPTER

Construction Loan Success

Navigating the Life Cycle of a Construction Loan

Tuesday, February 9th at Sunrise Banks (8:30am - 4:00pm)

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. This course equips you with practical tools, clear processes, and a full understanding of the construction loan life cycle so you can manage projects successfully while strengthening borrower relationships.

WHO SHOULD ATTEND? Anyone who plays a role in the commercial construction loan lifecycle, including:

- Commercial lenders.
- Loan operations.
- Bank & Credit Union executives.
- Credit analysts.
- Risk management and compliance.
- Loan committees and approvers.

Participants must have a working knowledge of commercial real estate and construction loans.

COURSE COVERAGE:

- Apply best practices for construction loans from origination through final draw.
- Understand regulatory expectations, unique risks, and common missteps.
- Address common borrower objections with confidence.
- Develop a successful, scalable construction draw process.
- Demystify letters of credit, market studies, documentation, lien management, and common terms.
- Understand municipal approvals: zoning, platting, land use, and project approvals.
- Mitigate risks and improve borrower relationships through stakeholder expectations, pre-closing reviews, monitoring, and site visits.
- Take home templates and tools ready to implement immediately.



This course is approved for 6 hours of CRC Continuing Education Credits

Presenter: Clint Hooppaw is the founder of Highpoint Advisors, a consulting and training firm dedicated to building effective skills and confidence in the lending and credit industry. With nearly three decades of experience in banks, credit unions, and mortgage companies, Clint brings a unique perspective shaped by leadership roles in sales, operations, and senior credit management. **HERE is Clint's full bio.**

Sunrise Bank Headquarters: 2525 Wabash Ave, St Paul, MN 55114 (Bridge Room)

REGISTRATION FEE: (Includes a boxed lunch, bottled water)

- MN Chapter Affiliates - $315
- Non-Affiliates/Guests - $395

REGISTER HERE!

PLEASE NOTE: If this course does not reach the required minimum attendance, the event will be cancelled and a full refund issued.

Cancellations received after February 2nd and no-shows will not receive a refund.

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