

Virginia Association of Community Banks

Acquiring, Holding & Disposing of Other Real Estate

WEBINAR – ON-DEMAND WEB LINK & FREE CD ROM

Thursday, February 18, 2010

3:00 pm – 4:30 pm Eastern

The rapid rise in both residential and commercial foreclosures has increased the potential for higher levels of other real estate (ORE) to be held by financial institutions. This has become such a major concern that federal regulators issued:

- a “Guidance on Other Real Estate” which explains the importance of developing and implementing policies and procedures for acquiring, holding, and disposing of ORE, and
- a policy statement on “Prudent Commercial Real Estate Loan Workouts” which sets forth the appropriate standards for evaluating the management practices, workout arrangements, credit classification, regulatory reporting, and accounting for loan workouts.

This webinar will cover the ORE laws and regulations, outline the proper policies and procedures for acquiring, holding and disposing of ORE, and explain how to implement proper loan workout programs.

HIGHLIGHTS

- Evaluating the alternatives – workout, foreclosure, deed in lieu of foreclosure, receivership
- Elements of prudent a loan workout plan
- Valuation of ORE
- Protecting Tenants at Foreclosure Act of 2009
- Examination procedures for ORE
- Regulatory limitations on holding ORE

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to learn the proper policies, procedures, and alternative methods to acquire, hold, and dispose of ORE, and how to handle a proper loan workout. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session is designed for bank personnel involved with acquiring, holding, or disposing of ORE, such as loan officers, workout officers, collectors, attorneys, compliance officers, real estate managers, and property managers.

PLEASE NOTE: Your registration fee allows you to have **one telephone connection**. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes **one internet connection** from a single computer terminal.

ABOUT THE PRESENTER – Elizabeth Fast, JD, CPA, Banker’s Choice

Elizabeth Fast is a partner with Spencer Fane Britt & Browne LLP where she specializes in the representation of financial institutions. Elizabeth is the head of the firm’s training division known as Bankers Choice. She received her law degree from the University of Kansas and her undergraduate degree from Pittsburg State University. In addition, she has a Master of Business Administration degree and she is a Certified Public Accountant. Before joining Spencer Fane, she was General Counsel, Senior Vice President, and Corporate Secretary of a \$9 billion bank with more than 130 branches, where she managed all legal, regulatory, and compliance functions. She is a member of the Missouri State Banking Board by appointment of the Governor.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

The **LIVE WEBINAR** registration option allows you to have one telephone connection for the audio portion and one internet connection (from a single computer terminal) to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials will be sent prior to the broadcast along with hookup instructions. Your pin number, hookup instructions and handouts will be emailed to you. You will need the most current version of Adobe Acrobat Reader available free at www.adobe.com.

2. ON-DEMAND WEB LINK** AND FREE CD ROM*

Can’t attend the live webinar? The ON-DEMAND WEB LINK is a recording of the live event including audio, visuals, and handouts. We even provide the presenter’s email address so you may ask follow-up questions. Within 5 business days following the webinar, you will be provided with a web link that can be viewed anytime 24/7 for the next 6 months. This link will expire 6 months after the live program date. *But there’s more . . . AS AN ADDED BONUS, you will also receive a FREE audio/visual CD ROM.**** The CD includes the original audio/visual presentation, the question and answer sessions, and the handouts. Use the on-demand link or this “off-the-shelf” training program for those that could not attend the live seminar and for future training.

3. BOTH LIVE WEBINAR AND ON-DEMAND WEB LINK** (INCLUDES FREE CD-ROM*)

Includes options 1 and 2 above

*CD Rom for PC use only

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Registration Form:	<i>Acquiring, Holding & Disposing of Other Real Estate</i>	February 18, 2010
		VACB 7204 Glen Forest Dr. Ste. 101 Richmond, VA 23226 (804) 673-8250 (804) 673-8251-Fax Email: kmallinger@vacb.org Web: www.vacb.org

Company/Bank Name		

Contact Name	Title	

Billing Address		<input type="checkbox"/> Check Enclosed: Amount: \$_____
_____		<input type="checkbox"/> Visa <input type="checkbox"/> Master Card Expires __ __/__ __
City/State/ZIP		Credit Card Number: _____

Email Address	Phone	
Program Type (All Pricing is for Members. Non-Member Fees are Double)		Cancellation Policy: Cancellations must be received within three or more business days prior to the day of an educational program to receive 100% credit. If less than three days prior, a 20% cancellation fee will apply. There are no refunds on the day of a program, substitutions, however, are welcome.
<input type="checkbox"/> Live Webinar (\$250) <input type="checkbox"/> On Demand Link w/free CD (\$250)		
<input type="checkbox"/> Both Live Webinar with On-Demand Link & Free CD (\$275)		