

Virginia Association of Community Banks

Appraising Commercial Property: What Lenders Must Know Now!

WEBINAR – ON-DEMAND WEB LINK & FREE CD ROM

Friday, April 16, 2010

11:00 am – 12:30 pm Eastern

Commercial real estate loans are the most risky loans in a community bank's portfolio. Consequently, a thorough understanding of real estate appraisals is crucial to underwriting these loans. Moreover, regulatory guidelines require that your bank's real estate lending program includes appropriate commercial real estate appraisal and evaluation procedures. Examiners are focusing more attention than ever on these procedures, especially since banks are initiating more and more commercial property foreclosures.

This webinar will help you understand every aspect of commercial appraisals. A review of regulatory requirements for your appraisal and evaluation program, the cost/market/income approaches used by appraisers, and recommended appraisal procedures will be included.

HIGHLIGHTS

- What should you request when ordering a commercial property appraisal?
- When can your bank accept an appraisal transfer that was initially ordered by another lender?
- Complying with regulatory requirements for commercial property appraisals
- What should you look for when evaluating a commercial property appraisal?
- When are appraisals required for renewals, refinances, and loan workouts and foreclosures?

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to learn all aspects of commercial real estate appraisals and ensure your bank complies with regulatory requirements. You may train as many individuals as you like for one set price. There will be no travel costs, time lost from work and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session is designed for commercial loan officers, loan operations personnel, credit analysts, compliance staff, auditors, attorneys, and others that deal with commercial real estate appraisals.

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 customer 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

AFFORDABLE, PROFESSIONAL TRAINING, WHEN AND WHERE YOU CHOOSE

*CD Rom for PC use only

**All materials are subject to copyright and intended for your bank's use only.

Registration Form: *Appraising Commercial Property: What Lenders Must Know Now!* **April 16, 2010**

Company/Bank Name

Contact Name

Title

Billing Address

City/State/ZIP

Email Address

Phone

Program Type (All Pricing is for Members. Non-Member Fees are Double)

- Live Webinar (\$250) On Demand Link w/free CD (\$250)
 Both Live Webinar with On-Demand Link & Free CD (\$275)

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

Check Enclosed: Amount: \$_____

Visa Master Card Expires ___/___/___

Credit Card Number: _____

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.