

Southeastern Small Business Lenders Conference 2012

Ritz-Carlton Lodge, Reynolds Plantation • Greensboro, GA

Conference Itinerary

Sunday, February 5th:

9:15 AM – 10:15 AM	Golf Tournament Check-In & Range Time <i>One hour of range practice included. Prizes for closest to pin, longest drive, longest putt and \$5,000 Hole in One! Boxed lunches and two drink tickets provided – beverage cart available on the course for additional purchases. The golf course is not located on the hotel property, and all golfers must provide own transportation as the hotel does not have a shuttle. Course address: 1404 Landing Drive, Greensboro, GA 30642. Pro Shop Number for rentals and other info: 706.467.1565.</i>	Landing Golf Course
10:30 AM until...	Scramble Golf Tournament (Shotgun Start)	Landing Golf Course
12:00 PM – 2:00 PM	Exhibitor Check-In <i>Exhibitor Hall is located within the prefunction space of the Ritz-Carlton Ballroom. Check in with the registration desk at the end of the Exhibitor Hall for your materials & booth assignment. We ask that all Exhibitors are setup by 3:00 pm in time for attendee check-in.</i>	Ritz-Carlton Prefunction
2:00 PM – 5:00 PM	Conference Attendee Check-In <i>Check in with the registration desk at the end of the Exhibitor Hall for your conference materials – everyone must check in prior to attending the Super Bowl Party as you will need your badge to board the bus.</i>	Ritz-Carlton Prefunction
5:15 PM until...	Super Bowl Party <i>Bus Transportation is provided to and from the hotel from 5:15 pm until the end of the game. You MUST have your conference badge to board the bus and to access our private area at Spotlight Theater, so be sure to check in at the hotel prior to 6:00 pm. If you are unable to check-in by then, we will have someone on the bus and at the theater to verify your registration and provide you with a temporary badge. If you do not want to take the bus, the Spotlight Theater address is: 1050 Parkside Main, Greensboro, GA 30642. Theater Phone: 706.999.9990.</i>	Spotlight Theater

Monday, February 6th:

7:30 AM – 8:30 AM	Breakfast	Ritz-Carlton Ballroom										
8:00 AM – 8:20 AM	Conference Welcome, Invocation & Announcements <i>GLQC Board Chair, Jon Daly of State Bank & Trust Company GLQC Vice Chair, Matt Eicholtz of GA Resource Capital Special Guest James Hammersley, US Small Business Administration</i>	Ritz-Carlton Ballroom										
8:30 AM – 9:25 AM	Breakout Session 1 (see breakout session schedule for detailed descriptions, speakers)											
	<table><thead><tr><th>Room</th><th>Session Title</th></tr></thead><tbody><tr><td>Meadowlark</td><td>Powerful REO Mktg. & Short Sale Strategies for Commercial Properties and Land</td></tr><tr><td>Reynolds</td><td>Lender Roundtable - Ask the Experts from SBA and Get Answers!</td></tr><tr><td>Starling</td><td>Lender Oversight Updates</td></tr><tr><td>Osprey</td><td>Franchise Lending Changes and the New Franchise Registry</td></tr></tbody></table>	Room	Session Title	Meadowlark	Powerful REO Mktg. & Short Sale Strategies for Commercial Properties and Land	Reynolds	Lender Roundtable - Ask the Experts from SBA and Get Answers!	Starling	Lender Oversight Updates	Osprey	Franchise Lending Changes and the New Franchise Registry	
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9:35 AM – 10:30 AM **Breakout Session 2** (see breakout session schedule for detailed descriptions, speakers)

Room	Session Title
Starling	Business Valuations and Handling the Sale of Goodwill
Reynolds	SOP 50-10-5 D Highlights - Changes You Need to Know
Osprey	Updates on International Trade
Meadowlark	Marketing Small Business Loans In the New Economy

10:30 AM – 10:40 AM **Morning Snack Break** (*Ballroom Prefunction Area*)

10:40 AM – 11:35 AM **Breakout Session 3** (see breakout session schedule for detailed descriptions, speakers)

Room	Session Title
Starling	Environmental Update & Compliance with SBA Environmental Requirements
Osprey	Secondary Market Developments and 504 Pooling
Meadowlark	Processing and Servicing a B&I Loan
Reynolds	Debt Refinancing Rules and Guidelines

11:45 AM – 1:15 PM **Keynote Lunch** **Ritz-Carlton Ballroom**
Dr. Tim Mescon, President of Columbus State University

1:30 PM – 2:25 PM **Breakout Session 4** (see breakout session schedule for detailed descriptions, speakers)

Room	Session Title
Starling	Georgia USDA Update
Osprey	OSOP 5053 Lender Supervision and Enforcement
Meadowlark	Handling Tough Underwriting and Eligibility Issues
Reynolds	Ah Ha Moments: Commonly Misunderstood SOP Requirements

2:35 PM – 3:30 PM **Breakout Session 5** (see breakout session schedule for detailed descriptions, speakers)

Starling	Issues Faced at the Closing Table
Osprey	Franchise Lending Changes and the New Franchise Registry
Meadowlark	Servicing & Liquidation: Compliance with the Lender Matrix and Collecting the Guaranty on Your Loans Gone Bad
Reynolds	Working Capital and Contract Caplines

3:30 PM – 3:45 PM **Afternoon Snack Break** (*Ballroom Prefunction Area*)

3:45 PM – 4:35 PM **Breakout Session 6** (see breakout session schedule for detailed descriptions, speakers)

Osprey	Closing Issues from a Lender's Perspective
Starling	Servicing & Liquidation: Compliance with the Lender Matrix and Collecting the Guaranty on Your Loans Gone Bad
Meadowlark	How Your SBDC Can Work For You
Reynolds	Update from the Georgia District Office

6:30 PM – 7:30 PM **Exhibitor Cocktail Reception** **Ritz-Carlton Prefunction**
Join us for cocktails and hors d'oeuvres, while visiting with our exhibitors in the ballroom prefunction space. Dress is dressy casual/cocktail attire. Open bar.

7:30 PM – 11:00 PM **Casino Night & Dinner** **Ritz-Carlton Ballroom**
Check in at the registration table to receive your play money, and try your luck at Blackjack, Craps, Texas Hold 'em and more...Prize auction will begin at 10:00 pm. Dress is dressy casual/cocktail attire. Open bar until 9:30; cash bar 9:30-11.

Tuesday, February 7th:

7:30 AM – 8:30 AM	Breakfast	Ritz-Carlton Ballroom
8:30 AM – 11:00 AM	General Session & Awards <i>Updates from NAGGL, NADCO, and International Business, followed by a Q&A panel. SBA Awards, GLQC Awards, Golf Contest Winners Announced, and Exhibitor Card/Grand Prize drawing!</i>	Ritz-Carlton Ballroom
11:15 AM – 12:15 PM	Town Hall <i>Patrick Kelley, SBA Office of Capital Access</i>	Ritz-Carlton Ballroom