



KANSAS BANKERS  
ASSOCIATION

# PERFORMING COMMERCIAL EVALUATIONS

March 13, 2025 - VIRTUAL

## ABOUT EVENT

Learn or improve your ability to perform Commercial Evaluations by attending the Performing Commercial Evaluations 6-hour course. Tailored specifically for internal bank members responsible for reviewing or conducting commercial evaluations, this course provides a robust framework for mastering the intricacies of property evaluation.

### WHO SHOULD ATTEND:

- Internal bank members involved in performing internal evaluations
- Internal bank members involved in commercial property reviews (evaluations and/or appraisals)
- Bank staff looking to enhance their evaluation skills

By the end of this course, you will have a thorough understanding of the data required and the steps involved in performing accurate and reliable internal Evaluations on commercial properties. Enhance your professional skills and ensure your Evaluations meet the regulatory standards with Performing Commercial Evaluations.



### CHERYL BELLA, MAI, AI-GRS, AQB CERTIFIED USPAP INSTRUCTOR

Cheryl Bonnaffons Bella is a certified appraiser that actively works in the banking industry as an appraisal compliance consultant. She established and managed appraisal departments for several financial institutions and now consults with banks around the nation on appraisal regulatory compliance, department structure, and policy and procedure development.

### WHAT YOU'LL LEARN:

- 1. Identifying the Subject Property:** Gain the skills to accurately identify and characterize the subject property, ensuring precise and relevant evaluations.
- 2. Lease Analysis:** Dive deep into the world of leases, exploring key terminologies and various lease types. Understand the nuances that impact property value and financial performance.
- 3. Office Building Case Study:** Apply your knowledge in a practical, real-world scenario with an in-depth case study of an office building. This hands-on exercise reinforces learning and boosts confidence in conducting evaluations.

EDUCATION & CONFERENCES

785-232-3444 | KSBANKERS.COM

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## Program Agenda

Session: 9:00 a.m. - 12:00 p.m.

Lunch: 12:00 p.m. - 1:00 p.m.

Session: 1:00 p.m. - 4:00 p.m.

ASSET SIZE	LIVE	ONDEMAND	BOTH
\$25 mil & under	___ \$350	___ \$400	___ \$450
\$26 mil - \$100 mil	___ \$450	___ \$500	___ \$550
\$101 mil - \$250 mil	___ \$550	___ \$600	___ \$650
\$251 mil - \$400 mil	___ \$750	___ \$800	___ \$850
\$401 mil - \$750 mil	___ \$950	___ \$1,000	___ \$1,050
\$751 mil - \$1 bil	___ \$1,250	___ \$1,300	___ \$1,350
Over \$1 billion	___ \$1,550	___ \$1,600	___ \$1,650
Assoc. Members	___ \$950	___ \$1,000	___ \$1,050
Non-members	___ \$3,100	___ \$3,200	___ \$3,300

We understand circumstances arise requiring cancellation. Cancel up to five business days before the program and your registration will be refunded. There is no limit to the number of employees that can attend the virtual session from your institution. If you have more than one attending, please email Alana Seelbach at [aseelbach@ksbankers.com](mailto:aseelbach@ksbankers.com). A 30-day replay will be available for "live" or "both" registration option participants.

Name: \_\_\_\_\_

Bank Location: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name: \_\_\_\_\_

Bank Location: \_\_\_\_\_ E-mail: \_\_\_\_\_

Bank: \_\_\_\_\_

Total Enclosed: \$ \_\_\_\_\_ Total Attending: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

### Three ways to register:

1. Complete and mail registration form with payment.
2. Fax registration form, followed by mailing of payment. Please use this form as your invoice.
3. Register Online using a credit card at [www.ksbankers.com](http://www.ksbankers.com)