



KANSAS BANKERS
ASSOCIATION

COMMERCIAL REAL ESTATE (CRE) LENDING IN TODAY'S ECONOMY

August 6, 2025 - VIRTUAL

ABOUT EVENT

This webinar will begin with a review of "commercial real estate" including types of properties and demand/supply in the "current" market.

The session will then cover the entire "loan process" by which a commercial real estate (CRE) loan is marketed, underwritten, approved, documented, "closed," and monitored. The process will include a discussion of CRE underwriting techniques and loan documentation issues.

Additionally, strategies to handle a problem CRE loan will be addressed.

WHO SHOULD ATTEND: Commercial lenders, credit analysts, loan documentation specialists, relationship managers, branch managers, private bankers, and business development officers.



DAVID OSBURN, MBA, CCRA

David is the founder of Osburn & Associates, LLC, a business training and contract CFO firm. His extensive professional background of over 30 years include work as a business trainer/contract CFO and work as a bank commercial lender including the position of vice president/senior banking officer. His banking credentials include loan underwriting, loan work-out and business development. Osburn holds the professional designation of Certified Credit & Risk Analyst as granted by the National Association of Credit Management.

TRAINING TOPICS:

- » Review commercial real estate including types of properties and demand/supply in the current market
- » Gain an understanding of how banks process CRE loans
- » Learn the steps of marketing, underwriting, approving, documenting, closing, and monitoring a CRE loan
- » Cover CRE loan underwriting techniques and documentation issues
- » Address problem CRE loan issues

EDUCATION & CONFERENCES
785-232-3444 | KSBANKERS.COM

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Program Agenda

Zoom Login: 8:45 a.m.
Seminar Begins: 9:00 a.m.
Lunch: 12:00 p.m.
Seminar Resumes: 12:30 p.m.
Seminar Adjourns: 3:00 p.m.

ASSET SIZE	LIVE
\$25 mil & under	___ \$350
\$26 mil - \$100 mil	___ \$450
\$101 mil - \$250 mil	___ \$550
\$251 mil - \$400 mil	___ \$750
\$401 mil - \$750 mil	___ \$950
\$751 mil - \$1 bil	___ \$1,250
Over \$1 billion	___ \$1,550
Assoc. Members	___ \$950
Non-members	___ \$3,100

All participants will receive a 30-day playback of the program.

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.

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