



KANSAS BANKERS
ASSOCIATION

LOAN STRUCTURE, DOCUMENTATION, AND COMPLIANCE TRAINING: A COMPREHENSIVE APPROACH

September 30, 2026 - VIRTUAL

Attend this proactive webinar and receive a thorough overview of commercial lending requirements from a "loan" structure, documentation, and compliance perspective.



Basic "business" structure will be presented along with loan "structure" and loan "support." Additionally, "commercial" lending issues relative to loan documentation will be reviewed. "Loan pricing" and "monitoring" will also be covered along with a review of current compliance issues.

The webinar will be summarized through a comprehensive case study.

WHO SHOULD ATTEND: Commercial lenders, credit analysts, loan documentation specialists, branch managers, assistant 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 Basic "business" Structure: C Corporations to LLC's
- » Explore the Six (6) Elements of Loan Structure: Loan Purpose, Sources of
- » Repayment, Adequate Amount, Appropriate Term, Adequate Support, Framework for Monitoring
- » Summarize the Four (4) Elements of Loan Support: Collateral, Guaranties,
- » Business Loan Agreements, Subordination Agreements
- » Highlight "commercial" Loan Documentation issues including promissory notes, security agreements, and guaranties along with the use of the BSA Loan Rating, Collateral Rating, and C&I Borrower Rating Matrixes
- » Discuss Loan Pricing and Monitoring Issues
- » Review current compliance issues: Equal Credit Opportunity Act (Reg B), Bank Secrecy Act (BSA), Fair Credit Reporting Act (FCRA), Fair Debt Collection Practices Act, and UCC Article 9
- » Analyze comprehensive Loan Structure/ Documentation/Compliance Case Study

EDUCATION & CONFERENCES

785-232-3444 | KSBANKERS.COM

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SEPTEMBER 30, 2026 - VIRTUAL

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 two attending, please email education@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 the registration form with a check.
2. Email the registration form to education@ksbankers.com, followed by payment via check by mail or credit card over the phone.
3. Register online using a credit card at www.ksbankers.com.