



Community Bankers Association of Kansas presents...

Friday April 16, 2010

Appraising Commercial Property: What Lenders Must Know Now!

Telephone / Webinar scheduled 10:00 - 11:30 am

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
- And Much, Much More...

SPEAKER:

Elizabeth Fast, JD, CPA, Banker's Choice .

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.

	<u>TRAINING OPTION</u>	MEMBER	NON-MEMBER
A	Telephone Seminar	\$205	\$275
B	Webinar (audio will be over normal phone lines / visuals over the web)	\$215	\$285
C	Webinar and On-Demand Web Link** Plus receive a FREE CD Rom	\$260	\$330
D	On-Demand Web Link** Plus receive a FREE CD Rom	\$200	\$270

****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. ***CD Rom for PC use only**

<u>CIRCLE OPTION</u>	Choose option above by circling corresponding letter next to seminar choice below. *See "EXAMPLE" Below **Pricing is for each seminar selected / per phone line
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Fax: (785) 271-1508 - **Phone:** (785) 271-1404 - **Email:** info@cbak.com

Mail: Community Bankers Association, 3003 SW Van Buren Ste A, Topeka, KS 66611-2224