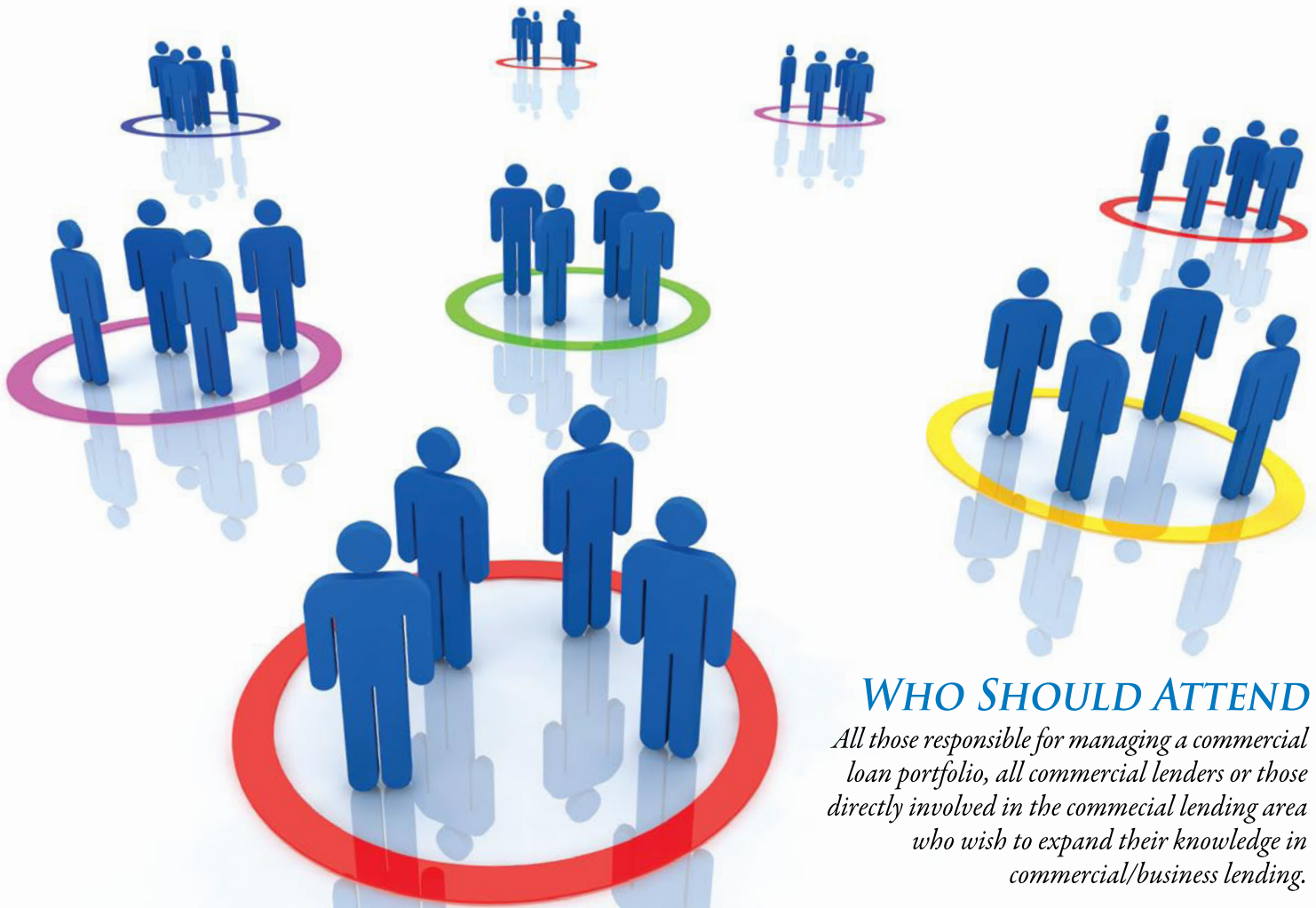


# 3RD ANNUAL COMMERCIAL LENDING KNOWLEDGE EXCHANGE 2011

The commercial Lending Knowledge Exchange is the only opportunity for credit union commercial lenders to engage in subject specific discussions with their peers, share knowledge, experiences and strategies in a challenging and open environment. The networking component provides as much value as the specific sessions themselves.



## WHO SHOULD ATTEND

*All those responsible for managing a commercial loan portfolio, all commercial lenders or those directly involved in the commercial lending area who wish to expand their knowledge in commercial/business lending.*

*Experience the difference between a commercial lending conference, seminar or course and a Knowledge Exchange.*

OCTOBER 3, 4 & 5, 2011 • KINGBRIDGE CONFERENCE CENTRE, KING CITY, ON L7B 1A3

## TLi

THE LEARNING INSTITUTE

a division of Level Five Strategic Partners Inc.

# 2011 COMMERCIAL LENDING KNOWLEDGE EXCHANGE

## MONDAY, OCTOBER 3<sup>RD</sup>, 2011

4:00 to 5:30 pm	Welcome & Registration
5:30 to 7:00 pm	Introduction Knowledge Exchange Overview
7:00 to 9:00 pm	Networking Dinner
9:00 to 10:00 pm	Networking Cocktails

## TUESDAY, OCTOBER 4<sup>TH</sup>, 2011

7:30 to 9:00 am	Networking Breakfast
9:00 to 10:30 am	Opening Remarks Guest Presenter -Guy Hubert Director, Risk Management, DICO
	DICO <ul style="list-style-type: none"><li>• The Inspection Program</li><li>• Commercial Inspection Findings To-date<ul style="list-style-type: none"><li>o Key risk areas</li><li>o Policies &amp; Procedures</li><li>o Consequences of an Ineffective Rating</li></ul></li></ul>
10:30 to 11:00 am	Knowledge Exchange Review
11:00 to 12:00 pm	Collections <ul style="list-style-type: none"><li>• Challenges</li><li>• Problem Account Resolution</li><li>• Monitoring &amp; Control</li><li>• Best Practices</li></ul>
12:00 to 1:00 pm	Networking Lunch
1:00 to 1:30 pm	Knowledge Exchange Review
1:30 to 3:30 pm	Commercial Loan Department Structure & Operational Efficiencies <ul style="list-style-type: none"><li>• Industry Standards</li><li>• Loan Volumes</li><li>• Managing Renewals</li><li>• Commercial Loan Administration</li></ul>
3:30 to 4:30 pm	Knowledge Exchange Review
6:00 pm	Networking Dinner
8:00 pm	Networking Cocktails

### DATE:

October 3rd, 4th, 5th, 2011 (program ends at 1:00 pm followed by lunch)

### LOCATION:

Kingbridge Conference Centre  
12750 Jane Street, King City (Toronto), Ontario L7B 1A3  
Telephone: 1-800-827-7221

### MEETING/HOTEL ACCOMMODATION PACKAGE:

\$680.00 (includes taxes)

Note: For those attending but not requiring accommodation the meeting package price is \$118.00 per day (including taxes).

Your package costs includes: 2 nights single accommodation, high speed wireless internet, 2 full breakfasts, 2 buffet lunches, 2 dinners and continuous nutrition breaks, free parking and use of all facilities.

### KNOWLEDGE EXCHANGE REGISTRATION FEE:

\$750.00 + HST = \$847.50

Make cheque payable to Level Five in the amount of \$1,527.50

### SPACE IS LIMITED! REGISTER TODAY TO SECURE YOUR SPOT!

For more information contact: Candis Mirtl  
Ph: 1-888-311-3030 ext. 236, Fax: 905-602-0063, Email: cmirtl@levelfive.ca

## WEDNESDAY, OCTOBER 5<sup>TH</sup>, 2011

7:30 to 9:00 am	Networking Breakfast
9:00 to 10:30 am	Syndication Loans <ul style="list-style-type: none"><li>• Your league, In-House, Others</li><li>• Pros &amp; Cons</li><li>• Finding Partners</li><li>• The Process</li></ul>
10:30 to 11:30 am	Knowledge Exchange Review
11:30 to 12:00 pm	Closing Remarks
12:00 pm	Networking Lunch

**DON'T MISS THE ONLY ONTARIO SPECIFIC COMMERCIAL LENDING ANNUAL EVENT AND REGISTER TODAY!**



## COMMERCIAL LENDING KNOWLEDGE EXCHANGE 2011

Name & Title: \_\_\_\_\_

Name of Credit Union: \_\_\_\_\_

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

Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

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

**LEVELFIVE**  
strategic partners inc.