

# 2010 SEMINAR SERIES PROGRAM

## THE ROAD TO RECOVERY: FINANCING ALTERNATIVES

Each year, Wisconsin Business Development offers a series of financing seminars to assist our Wisconsin lending partners stay current on credit structuring strategies and solutions. In these challenging times, credit enhancement programs remain important tools on the Road to Recovery: helping preserve liquidity, reducing lending risk, and assisting worthy customers.

This year's sessions will provide an overview of the SBA 504 & 7(a) credit enhancement programs and ways these programs can be used to develop effective financing options. The impact of recent and proposed SOP and regulatory changes will be discussed. We will also provide guidance on the loan underwriting, approval, and closing processes and review current appraisal, valuation, and environmental considerations.

The sessions will address what you need to know and what you need to do to take advantage of the benefits these programs offer you and your borrowers. There will also be an opportunity to ask questions and discuss commonly encountered challenges.

8:00-8:30 am      **Registration & Continental Breakfast**  
 8:30-11:45 am    **Program (with 15 minute break around 10:00 am)**

### DATES & LOCATIONS

Sheboygan	Tuesday, February 16th	Blue Harbor Resort	725 Blue Harbor Drive, Sheboygan, WI 53081
Oshkosh	Wednesday, February 17th	Hilton Garden Inn	1355 West 20th Avenue, Oshkosh, WI 54902
Racine	Thursday, February 18th	Racine Marriott	7111 Washington Avenue (Hwy. 20), Racine, WI 53406
Green Bay	Tuesday, February 23rd	Ramada Plaza	2750 Ramada Way, Green Bay, WI 54304
Waukesha	Wednesday, February 24th	Marriott Milwaukee West	W231 N1600 Corporate Court, Waukesha, WI 53186
Milwaukee	Thursday, February 25th	UW-M School of Continuing Ed.	161 West Wisconsin Avenue, Suite 6000, Milwaukee, WI 53203
Wausau	Tuesday, March 2nd	Jefferson Street Inn	201 Jefferson Street, Wausau, WI 54403
Madison	Wednesday, March 3rd	Sheraton Madison Hotel	706 John Nolen Drive, Madison, WI 53713
Onalaska/La Crosse	Thursday, March 4th	Stoney Creek Inn	3060 South Kinney Coulee Road, Onalaska, WI 54650
Hudson	Tuesday, March 9th	Hudson Golf Club	201 Carmichael Road, Hudson, WI 54016
Eau Claire	Wednesday, March 10th	Florian Gardens	2340 Lorch Avenue, Eau Claire, WI 54701

### COST

The cost of the seminar is **\$25 per attendee**. WBD members receive one **FREE** registration to a seminar program (annual individual membership fee is \$100). For more detailed information on becoming a member of WBD, please see the back of this brochure or contact Victoria Murray at (608) 819-0390 or [wbdevents@wbd.org](mailto:wbdevents@wbd.org). You can also visit our website at: [www.wbd.org/membership](http://www.wbd.org/membership).

## REGISTRATION FORM

- |  |   |
|--|---|
| <input type="checkbox"/> <b>Sheboygan</b><br>Tuesday, February 16th  | <input type="checkbox"/> <b>Wausau</b><br>Tuesday, March 2nd                |
| <input type="checkbox"/> <b>Oshkosh</b><br>Wednesday, February 17th  | <input type="checkbox"/> <b>Madison</b><br>Wednesday, March 3rd             |
| <input type="checkbox"/> <b>Racine</b><br>Thursday, February 18th    | <input type="checkbox"/> <b>Onalaska / La Crosse</b><br>Thursday, March 4th |
| <input type="checkbox"/> <b>Green Bay</b><br>Tuesday, February 23rd  | <input type="checkbox"/> <b>Hudson</b><br>Tuesday, March 9th                |
| <input type="checkbox"/> <b>Waukesha</b><br>Wednesday, February 24th | <input type="checkbox"/> <b>Eau Claire</b><br>Wednesday, March 10th         |
| <input type="checkbox"/> <b>Milwaukee</b><br>Thursday, February 25th |   |

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

Member (Yes/No): \_\_\_\_\_

Business / Bank: \_\_\_\_\_

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

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

Phone: \_\_\_\_\_

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

Mobile: \_\_\_\_\_

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

\* Please list any additional attendees:

<u>Name</u>	<u>Member (Yes/No)</u>
_____	_____
_____	_____
_____	_____
_____	_____

\_\_\_\_\_ # of Attendees (Non-Member—\$25 per person)

\_\_\_\_\_ # of Attendees (Member—FREE)

\$ \_\_\_\_\_ **Total Amount Due**

Please mail your registration / membership form & payment to:  
**Wisconsin Business Development—Attn: Seminars**  
**P.O. Box 2717, Madison, WI 53701**