

MEMBERSHIP APPLICATION

In conjunction with your attendance at the upcoming Seminar Series, we would like to invite you to become a 2012 member of Wisconsin Business Development. WBD is a statewide, non-profit member-based organization that relies on the support of our members in promoting, utilizing, and expanding our programs and services. We also draw our Board & Advisory Board members from our membership base.

An annual WBD membership is \$100, and includes admission to our 2012 Seminar Series, an invitation to our Regional Meetings, a copy of the 2012 WBA Economic Development Manual—which is authored by WBD staff (an \$80 value), monthly electronic updates, and other printed correspondence. Please consider joining us!

If you would like to become a member, please complete the application form below and send your \$100 annual membership payment to the address indicated. For questions, contact WBD at (608) 819-0390 or wbdevents@wbd.org. Please note there are only individual memberships (no corporate memberships).

REMEMBER: One admission to the 2012 Seminar Series location of your choice is **FREE** with your membership!

Name: _____
Business/Bank: _____
Address: _____
City, State, Zip: _____
Phone: _____
Fax: _____
Mobile: _____
Email: _____
Website: _____

MAIL TO: Wisconsin Business Development—Attn: Membership
P.O. Box 2717, Madison, WI 53701

WISCONSIN
BUSINESS DEVELOPMENT

P.O. BOX 2717, MADISON, WI 53701

WISCONSIN
BUSINESS DEVELOPMENT

2012 SEMINAR SERIES



NEW OPPORTUNITIES
FOR SMALL BUSINESS
LENDING



PROMOTING WISCONSIN ECONOMIC
DEVELOPMENT FOR 30 YEARS

WBD

2012 PROGRAM: NEW OPPORTUNITIES FOR SMALL BUSINESS

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. Recent changes have provided new opportunities to use the SBA 504 program for refinance of existing debt and allow "cash out" for business purposes from equity in real estate and equipment.

In addition to a thorough update on the regular SBA 504 and 7(a) programs, this year's session will include an in-depth presentation on the expanded and improved 504 refinance program, including case studies. We will also review how higher loan limits and increased size standards have allowed more businesses to qualify for SBA financing.

These important tools for lenders can help preserve bank liquidity, mitigate lending risk and assist credit-worthy customers with long-term fixed rate financing and near record low rates.

Please join us!

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 14th	Blue Harbor Resort	725 Blue Harbor Drive, Sheboygan, WI 53081
Oshkosh	Wednesday, February 15th	Hilton Garden Inn	1355 West 20th Avenue, Oshkosh, WI 54902
Brookfield	Tuesday, February 21st	Sheraton Milwaukee Brookfield Hotel	375 South Moorland Road, Brookfield, WI 53005
Milwaukee	Wednesday, February 22nd	UW-M School of Continuing Education	161 West Wisconsin Avenue, Milwaukee, WI 53203
Green Bay	Thursday, February 23rd	Ramada Plaza	2750 Ramada Way, Green Bay, WI 54304
Wausau	Tuesday, February 28th	Jefferson Street Inn	201 Jefferson Street, Wausau, WI 54403
Madison	Wednesday, February 29th	Sheraton Madison Hotel	706 John Nolen Drive, Madison, WI 53713
Onalaska	Thursday, March 1st	Stoney Creek Inn	3060 South Kinney Coulee Road, Onalaska, WI 54650
Hudson	Tuesday, March 6th	Hudson Golf Club	201 Carmichael Road, Hudson, WI 54016
Eau Claire	Wednesday, March 7th	Florian Gardens	2340 Lorch Avenue, Eau Claire, WI 54701
Rhinelanders	Thursday, March 8th	Quality Inn	668 West Kemp Street, Rhinelanders, WI 54501
Rice Lake	Tuesday, March 13th	* Turtleback Golf, Dining & Conference Center	1985 18 1/2 Street, Rice Lake, WI 54868
Racine	Wednesday, March 14th	Racine Marriott	7111 Washington Avenue (Hwy. 20), Racine, WI 53406
Janesville	Thursday, March 15th	Holiday Inn Express	3100 Wellington Place, Janesville, WI 53546

* NEW LOCATION

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 WBD at (608) 819-0390 or wbdevents@wbd.org. You can also visit our website at: www.wbd.org/membership.

REGISTRATION FORM

- | | |
|--|--|
| <input type="checkbox"/> Sheboygan
Tuesday, February 14th | <input type="checkbox"/> Onalaska
Thursday, March 1st |
| <input type="checkbox"/> Oshkosh
Wednesday, February 15th | <input type="checkbox"/> Hudson
Tuesday, March 6th |
| <input type="checkbox"/> Brookfield
Tuesday, February 21st | <input type="checkbox"/> Eau Claire
Wednesday, March 7th |
| <input type="checkbox"/> Milwaukee
Wednesday, February 22nd | <input type="checkbox"/> Rhinelanders
Thursday, March 8th |
| <input type="checkbox"/> Green Bay
Thursday, February 23rd | <input type="checkbox"/> Rice Lake
Tuesday, March 13th |
| <input type="checkbox"/> Wausau
Tuesday, February 28th | <input type="checkbox"/> Racine
Wednesday, March 14th |
| <input type="checkbox"/> Madison
Wednesday, February 29th | <input type="checkbox"/> Janesville
Thursday, March 15th |

Name: _____

WBD Member (Y/N): _____

Business / Bank: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

Mobile: _____

Email: _____

* Please list any additional attendees:

Name	Phone	Member: Yes	No
		<input type="checkbox"/>	<input type="checkbox"/>
		<input type="checkbox"/>	<input type="checkbox"/>
		<input type="checkbox"/>	<input type="checkbox"/>
		<input type="checkbox"/>	<input type="checkbox"/>

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

_____ # of Attendees (Member—FREE)

\$_____ Total Amount Due

We are unable to accept credit card payments.

Please mail your registration / membership form & payment to:

Wisconsin Business Development—Attn: Seminars

P.O. Box 2717, Madison, WI 53701