

# Agenda

Last Updated Tuesday, 24 August 2010

Mid-America Lender's Conference 2010 - Renewing the Entrepreneurial Spirit

Agenda for MALC 2010

Monday ~ August 16, 2010

8:00 am &ndash; 6:00 pm  
Conference Pre-Registration

5:00 pm &ndash; 7:00 pm  
Welcome to New Orleans Reception &ndash; Location: Marriott Hotel, Mardi Gras Ballroom

Tuesday ~ August 17, 2010

8:30 am  
(conference registration continues starting at 8:00am thru the day)BreakfastGeneral Session - Hot Topics Panel  
Presentations and Interactive Q&A Session

11:30 am  
Networking LuncheonKeynote Speaker &ndash; Mayor of New Orleans, Mitch Landrieu (tentative)

Afternoon Breakout Sessions

Balcony I  
Balcony K  
Balcony L  
Balcony J  
Balcony M(Speaker&rsquo;s Room)

1:00 pm &ndash; 2:15 pm  
Secondary Market: Profit and Procedures  
Export Lending: Your Passport to Profits  
Disaster Loan Issues: What Every Lender Needs to Know  
Guaranty Purchase Process: 10 Tabs and other Fears

BOB STEPHAN  
RICK SCHULZE  
TERRY HETHERINGTON  
KEVIN HARDY

ETHAN SMITH

2:30 pm &ndash; 3:45 pm  
Environmental Review / Construction Inspections  
Lender Portal and Lender Oversight  
SBA Loan Processing 101: New Lenders&rsquo; Primer  
E-Tran: All Aboard!

MELANIE EDMUNDSON

LEIGH ANN O&rsquo;NEIL  
JANET TASKER  
RON COULONGE  
MICHELLE SERRANO

3:45 pm &ndash; 4:15 pm  
Networking Break/Exhibitor Visits

4:15 pm &ndash; 5:30 pm  
Challenging Servicing Actions-An Interactive Panel of Experts  
Update on SBA ARRA/ Disaster Bridge Loan Program  
504 Loan Program:Marketing and Processing Tips  
Credit Underwriting: Are We On The Same Page?

MICHELLE SERRANO

LANCE SEXTON

JOHN MILLER

RICHARD BLEWETT  
ANDRE FRUGE&rsquo;  
BRIAN BURKE

Wednesday ~ August 18, 2010

8:00 am  
Lender Excellence Awards BreakfastSBA Region VI District Directors and Top Lenders(breakfast concludes at 9:45am;  
exhibitor time until 10:30am)

Balcony I  
Balcony K  
Balcony L  
Balcony J  
Balcony M(Speaker&rsquo;s Room)

10:30 am -11:45am

Authority Granted: What You Already Have the Power to Do ( 7(a) Unilateral Actions)

USDA-Rural Lending Programs/ Dept. of Transportation Lending Programs

E-Tran All Aboard!

Understanding the Lender Risk Rating System

LINDA NELSON

JOHN BROUSSARD

ADAM ABDI

MICHELLE SERRANO

JANET TASKER

Noon

Conference Concludes &ndash; Safe Travels!