



LOAN WORKOUTS & COLLECTIONS

HIGHLIGHTS

Dealing with Problem Loans

- ✧ When is a Loan Workout a Troubled Debt Restructure?
- ✧ Measuring Loan Impairment
- ✧ Update on the Proposed Federal Program for Purchasing Troubled Assets

Current Real Estate Foreclosure Issues

- ✧ Contacting Your Borrower as a Condition to Foreclosure (SB 1137)
- ✧ Proposed Foreclosure Moratoria
- ✧ Bidding Strategies
- ✧ Surviving a Junior Lien Position

Exercising a Lender's Right of Setoff

- ✧ Requirements for the Right of Setoff
- ✧ Consumer Protections Under State Law
- ✧ Security Interest in Deposit Accounts as an Alternative to Setoff

In today's economic environment, lenders are encountering an increasing number of troubled loans. While exploring creative ways of re-structuring these loans in an effective workout, lenders are required to recognize the economic effect of any loan workout and potential losses with regard to the loan. Ultimately, if attempts at a loan workout fail, the lender may be faced with foreclosing on and liquidating its collateral so as to minimize any potential losses.

With this in mind, Aldrich & Bonnefin is pleased to invite you, your loan officers, loan workout specialists and special assets personnel to attend a seminar on Loan Workouts and Collections. This seminar will address the accounting and regulatory treatments of troubled debt restructures, as well as new federal programs for the purchase of troubled assets. In addition, the seminar will include a discussion of some of the issues a lender may encounter when foreclosing on real estate collateral, including new state law requirements for contacting the borrower before proceeding with foreclosure, as well as choosing between judicial and non-judicial foreclosure and bidding strategies.

SPEAKERS

MARK E. ALDRICH, ESQ., a principal of Aldrich & Bonnefin, is the head of the firm's Corporate Practice Group and its commercial lending practice. Mr. Aldrich has over 25 years of speaking experience and has been a panelist and lecturer for the Bankers' Compliance Group, California Bankers Association and other trade groups. Mr. Aldrich is former Chairman of the Financial Institutions Committee of the Business Law Section of the California State Bar.

ERIC G. BARON, ESQ. Mr. Baron, a principal of Aldrich & Bonnefin, has been serving Bankers' Compliance Group members for over 17 years. Mr. Baron specializes in commercial and real estate lending, commercial loan workouts, letter of credit transactions, loan participations, loan syndications, environmental law, bankruptcy issues and employment law matters. Prior to becoming an attorney, Mr. Baron worked as a commercial loan officer with a regional bank in Washington D.C.

Our *Loan Workouts & Collections* will be held in the following locations. Please note the specific hotel for your seminar as they can vary according to availability. Please also note the parking rules for **San Francisco** and the validation rules for each location. **We recommend you dress in layers, as the meeting rooms tend to vary in temperature.**

Location & Parking	(Registration begins at 8:00)	8:30 a.m. — 3:00 p.m.
<i>SAN DIEGO</i> Mission Valley Marriott, 8757 Rio San Diego Drive (Parking: We validate for self-parking only.)		Monday, January 5, 2009
<i>ONTARIO</i> Airport Marriott, 2200 E. Holt Blvd. (Parking: We validate for self-parking only.)		Tuesday, January 6, 2009
<i>SAN JOSE</i> Hilton & Towers, 300 Almaden Blvd. (Parking: We validate for self-parking only.)		Thursday, January 8, 2009
<i>GARDEN GROVE</i> Anaheim Marriott Suites, 12015 Harbor Blvd. (Parking: Free self-parking is available.)		Friday, January 9, 2009
<i>LOS ANGELES</i> Airport Marriott Hotel, 5855 West Century Blvd. (Parking: We validate for self-parking only.)		Monday, January 12, 2009
<i>SANTA BARBARA</i> Biltmore, 1260 Channel Dr. (Parking: Free self-parking is available.)		Tuesday, January 13, 2009
<i>WOODLAND HILLS</i> Warner Center Marriott, 21850 Oxnard St. (Parking: We validate for self-parking only.)		Wednesday, January 14, 2009
<i>SAN FRANCISCO</i> Palace Hotel, 2 New Montgomery St. (Parking: We validate for hotel valet-parking only.)		Friday, January 16, 2009
<i>SACRAMENTO</i> Sheraton Grand Hotel, 1230 J St. (Parking: Validated, self-parking is available in garage on 13th Street, between I and J streets. Valet-parking not validated.)		Tuesday, January 20, 2009
<i>MONROVIA</i> Doubletree Hotel, 924 West Huntington Drive (Parking: Free parking is available.)		Wednesday, January 21, 2009

ACCREDITATION: APPROVED FOR MCLE CREDIT: As an added benefit of BCG members, we are offering this seminar to in-house attorneys for Minimum Continuing Legal Education Credits (MCLE). The State Bar of California has approved this activity in the amount of **4.75** hours. Aldrich & Bonnefin certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing MCLE.

APPROVED FOR CRCM CREDIT: We are offering this Seminar for credit for Certified Regulatory Compliance Managers (CRCMs). This activity is eligible for **4.75** hours of CRCM Continuing Bankers Education credit by the Institute of Certified Bankers.

CPE CREDIT: Aldrich & Bonnefin follows Continuing Education regulations as outlined in the California Accountancy Act. CE may be obtained for Certified Public Accountants and Public Accountants. This activity is eligible for **4.75** hours of CPE Continuing Education credit.

MATERIALS: SPM #12 This will be a full-day seminar from 8:30 a.m. to 3:00 p.m. In conjunction with the seminar, we will be updating Standard Procedures Manual #12, "*Loan Workouts and Collections.*" **Note:** Only those attendees designated by their institution will receive a manual. All attendees will receive an Agenda and Outline.

ADMINISTRATIVE MATTERS: Registration begins at 8:00 a.m. at all locations, along with a continental breakfast. You will be on your own for lunch.

- ◆ **We recommend you send in your registration as soon as possible.** Our desire is to accommodate all our members, however, due to hotel space constraints, we are forced to accommodate seating on a **first-received basis for registrations.** **Registration Deadline is 5 business days prior to each seminar location. Seating and materials cannot be guaranteed after this deadline.**
- ◆ For Bankers' Compliance Group Members, charges will be billed on a pro rata basis.
- ◆ For non-members, there is a \$750 fee for the first person attending from your institution, and a \$250 fee per person for each additional person attending from the same institution. **Fees must be paid and received prior to seminar.** Registration fees will be refunded to non-members only if cancellation notice is received on or before **December 31, 2008.**
- ◆ The law firm reserves the right to limit the number of persons from each member who may attend subject to availability
- ◆ For additional information regarding the seminar, please contact Summer Myers or Monique Billingsley at (949) 553-0909 or toll free (BCG Members only) at (800) 742-3600.



IMPORTANT: Registration due 5 BUSINESS DAYS PRIOR TO EACH SEMINAR LOCATION. Because of hotel space constraints, we must accommodate seating and materials on a first received basis for registrations.

NAME OF ORGANIZATION _____ ADDRESS _____

RESPONDENT'S NAME AND EMAIL _____

TELEPHONE NO. _____ FAX NO: _____



Please check here if you have a disability and may require accommodation in order to fully participate in this activity. You will be contacted by the BCG Coordinator to discuss your specific needs.

ABBV.	LOCATIONS:	TIME: 8:30 a.m.—3:00 p.m.
SD	<i>SAN DIEGO, CA.</i> Monday, January 5, 2009, Mission Valley Marriott, 8757 Rio San Diego Drive	
ON	<i>ONTARIO, CA.</i> Tuesday, January 6, 2009, Ontario Airport Marriott, 2200 East Holt Blvd.	
SJ	<i>SAN JOSE, CA.</i> Thursday, January 8, 2009, Hilton & Towers, 300 Almaden Blvd.	
GG	<i>GARDEN GROVE, CA.</i> Friday, January 9, 2009, Anaheim Marriott Suites, 12015 Harbor Blvd.	
LA	<i>LOS ANGELES, CA.</i> Monday, January 12, 2009, LAX Marriott, 5855 West Century Blvd.	
SB	<i>SANTA BARBARA, CA.</i> Tuesday, January 13, 2009, Santa Barbara Biltmore, 1260 Channel Drive	
WH	<i>WOODLAND HILLS, CA.</i> Wednesday, January 14, 2009, Warner Center Marriott, 21850 Oxnard Street	
SF	<i>SAN FRANCISCO, CA.</i> Friday, January 16, 2009, Palace Hotel, 2 New Montgomery Street	
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MO	<i>MONROVIA, CA.</i> Wednesday, January 21, 2009, Doubletree Monrovia, 924 West Huntington Drive	

NAME OF ATTENDEE (Premium members: copy sheet and attach)	LOCATION ABBREVIATION (ABOVE)	COMP	PURCHASE	OUTLINE
		MANUAL	MANUAL	ONLY
		(CHECK ONE BOX)		
1)				
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REGISTRATION SHEET

Please fill in name of every attendee and check a box to receive a purchased manual or a complimentary manual (up to 5 per BCG member).

PURCHASE MANUAL COST

SPM #12 is **\$40.00** for duration of seminar. This Price is for Members Only. Member Will Be Billed For Extra Manuals On Its BCG Bill.

SEMINAR FEE:

BCG Members: PRO RATA
[The member will be billed; do not enclose a check]

Non-BCG Member:
First Person \$750.00
Each additional person \$250.00

Check Enclosed: \$ _____
Please **Make Checks Payable** and Return This Form To:

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P.O. Box 19686
Irvine, CA 92623-1029
(949) 474-1944 or (800) 742-3600

Fax (949) 474-2906
(No cover sheet required)