

Navigating the Storms of Recovering on SBA 7(a) Loan Guarantees

Live Webinar

September 12, 2013 • 1:00 PM – 2:30 PM EST

Realizing on your SBA 7(a) loan guaranty – recovery is not always guaranteed.

If you have any role in making, servicing, or recovering SBA 7(a) loans, this program is for you. Protecting the SBA loan guaranty is crucial. Mistakes result in SBA denying or reducing its guaranty. You must protect yourself at every stage. This live webinar will tell you how.

You chose the SBA 7(a) program for the government's guaranty. When you are at the point of collecting on it you do not want to face the mighty whirlwind of 7(a) regulation and uncertainty. This webinar will teach you the steps to take in order to reduce this whirlwind into a simple breeze to allow you to sail through the process and obtain the guaranteed return.

Like all good journeys, the course starts at the very beginning, exploring what to do and what to avoid. In addition to the do's and don'ts, the course also explores how to handle the detours and correct derailments. It also deals with how the current trend of selling the guaranteed portion on the secondary market affects the process and the result.

The speaker has made the journey many times. He brings his vast experience into play providing the audience with vivid examples of possible missteps and recovery strategies. The program is a must attend if you are involved with any aspect of the SBA 7(a) program. You must protect your SBA 7(a) guaranty.

Learning Objectives:

- You will be able to review injection/equity verification.
- You will be able to discuss minor modifications and adjustment.
- You will be able to explain guaranty fee payment.
- You will be able to discuss handling purchasers of the guaranteed portion of the 7(a) loan.

Prepare for the Journey

- Injection/Equity Verification
- Tax Transcript
- Eligibility
- Franchise
- Closing Properly
- Proper Use of Proceeds
- Guaranty Fee Payment

Travelling Down the Highway

- Reporting
- Minor Modifications and Adjustment
- What Is the Matrix?
- Keeping the Collateral/Vehicle Insured
- Make Sure Taxes Are Paid
- Reviewing the Financial
- Checking on the Collateral

What to Do If You Mistakenly Leave the Dog at the Rest Stop (How to Handle Missing Documents, Certifications, or Collateral or Solve Compliance Issues)

- Looking for the Problem
- Discovering the Problem
- Fix the Issue

- Don't Procrastinate, It Won't Fix Itself

What to Do When the Detour Signs Appear or You Get a Speeding Ticket (How to Handle When Customer Is Not in Compliance)

- Assess the Problem
- Assess the Condition of the Loan as If Calling on Guaranty Today
- Work With Customer to Fix the Ticket (And Any Other Issues)

What to Do When the Wreck Happens (When the Loan Is Cratering)

- Sell the Collateral/Vehicle
- Collect From Those at Fault
- Prepare and Submit the Insurance/Guaranty Paperwork

What About the Hitchhiker You Picked up Along the Way

- Handling Purchasers of the Guaranteed Portion of the 7(a) Loan

What Is the 120 Day Rule and How Does It Come Into Play

William "Bill" Hairston III Engel Hairston & Johanson, PC

- Partner in the office of Engel Hairston & Johanson, PC
- Leads the group which regularly handles SBA lending issues, commercial finance issues, commercial real estate transactions, workouts, commercial litigation, bankruptcy and collections throughout the Southeast
- Panelist in Birmingham Business Journal's recent "SBA Table of Experts" publication
- Has handled SBA loan related issues his entire legal career
- A member of the Alabama State Bar (1983), The Florida Bar (1984), the State Bar of Georgia (1985) and a licensed patent attorney (1984)
- Involved with the commercial finance section of the American Bar Association
- Actively involved in the Alabama Law Institutes activities in promoting clarity to the real estate and UCC laws
- Listed as a Super Lawyer and a Best Lawyer in Alabama
- J.D. degree, University of Alabama School of Law; B.S. degree in civil engineering, Cornell University

\$249 PER ATTENDEE

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Who Will Be There?

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