

# ***SBA Lending: 7(a) Programs***

## **Forum overview:**

Cooperative Business Services, LLC and its staff of business lending professionals will provide in depth instruction to class participants as it relates to understanding the basics of the Small Business Administration (“SBA”) 7(a) business loan programs. These three half day sessions will provide detailed instructions in many areas that are specific to identifying and submitting qualified SBA loan opportunities for consideration.

## **SBA 101:**

Introductory course for credit union personnel using the SBA 7a and Express loan programs.

## **SBA 102:**

Review of opportunities for structuring, selling, and exploring how to identify SBA opportunities.

## **SBA 103:**

Gain an understanding of the process and procedures as well as reviewing case studies. You will learn what an underwriter looks for to approve the loan and look at the requirements that must be satisfied to utilize the SBA 7a and Express loan programs (eligibility, standard operating procedures of the SBA, size standards).

## **SBA 7(a) Prerequisite:**

- SBA 102 - Completion of SBA 101
- SBA 103 - Completion of SBA 101 & SBA 102

**Location:** Cincinnati, Ohio

**Dates Offered:** Please visit [www.cbscuso.com](http://www.cbscuso.com) for dates & registration deadlines

**Cost:** \$250

*\*Attendees will be on their own for lunch*



# ***SBA Lending: 504 Loan Program***

## **Forum overview:**

Cooperative Business Services, LLC and its staff of business lending professionals will provide in depth instruction to class participants as it relates to understanding the basics of the Small Business Administration (“SBA”) 504 business loan program. This half day program is an introductory course for credit union personnel into the SBA 504 and Certified Development Company loan program.

## **You will:**

- Develop an understanding of the key questions to ask a potential borrower when entertaining a loan request.
- Participate in a detailed discussion regarding program guidelines and regulatory requirements of the SBA 504 program.
- Participate in a detailed discussion regarding the presentation of a loan proposal letter and a loan commitment letter.
- Learn to prequalify SBA 504 opportunities.
- Learn what you can use SBA 504 loan for.

## **Who will benefit?**

This half day program is designed for credit union employees who are in a full time commercial loan business development role for their credit union or who interface with business loan inquiries on a regular basis.

**Location:** Cincinnati, Ohio

**Dates Offered:** Please visit [www.cbscuso.com](http://www.cbscuso.com) for dates & registration deadlines

**Cost:** \$250

*\*Attendees will be on their own for lunch*

