Great Lakes Lenders Conference
Detroit Marriot at the Renaissance Center
400 Renaissance Dr., Detroit, MI 48243
July 24-25, 2019

Tuesday, July 23
1:00 p.m. – 8:00 p.m.   Exhibitor Set-Up
6:00 p.m. – 8:00 p.m.   Arrival and Registration

Wednesday, July 24
7:30 a.m. – 8:30 a.m.   Registration and Breakfast with Exhibitors (Ambassador Ballroom)
8:30 a.m. – 9:30 a.m.   Opening Session and Welcome (Ambassador Ballroom)
9:45 a.m. – 10:45 a.m.   Breakout Session 1
   • SBA Basics of Lending (Duluth)
   • SBA Debt Refinancing Rules (Joliet)
   • A Lender’s Guide to SBA 504! – the Basics and Beyond! (Marquette)
   • Increasing Small Business Cross Sell Through Financial Education (Cadillac)
   • Preparing for the New SBA Regulatory Landscape (Lasalle)
10:45 a.m. – 11:15 a.m.   Break and Exhibits
11:15 a.m. – 12:15 p.m.   Breakout Session 2
   • 7(a) and 504 Servicing – How to Protect that Guaranty (Duluth)
   • How to Originate SBA & USDA Loan Opportunities (Joliet)
   • Construction Lending 1 (Marquette)
   • Navigating the SBA SOP, Overcoming Environmental Challenges, & Understanding Economic Incentives in Your Next SBA Deal (Cadillac)
   • Advanced Business Valuation and Acquisitions (Lasalle)
12:15 p.m. – 1:45 p.m.   Lunch and Keynote Session with Acting Administrator Chris Pilkerton and Associate Administrator David Glaccum (Ambassador Ballroom)
2:00 p.m. – 3:00 p.m.   Breakout Session 3
   • Benefits of the SBA 7(a) Small Loan Program (Duluth)
   • Franchise Approval Process (Joliet)
   • Construction Lending 2 (Marquette)
   • Form 1502 Reporting and Dashboard Portal (Cadillac)
   • SBA One – Intro and Hot Topics (Lasalle)
3:00 p.m. – 3:30 p.m.   Break and Exhibits
3:30 p.m. – 4:30 p.m.   Panel Session: Best Practices for you SBA Lending Department, Team, or Individual
5:45 p.m. – 8:30 p.m.   2019 River Cruise Reception Hosted by The Preston Group
Thursday, July 25

7:30 a.m. – 8:30 a.m.    Breakfast with Exhibitors (Ambassador Ballroom)

8:40 a.m. – 9:20 a.m.    Keynote Session: SBA Policy Update with Deputy Associate Administrator John Miller (Ambassador Ballroom)

9:30 a.m. – 10:30 a.m.    Breakout Session 4

1. 1502 The Very Very Short Life of Loan 123 (Duluth)
2. 504 Loans...The Basics Plus (Joliet)
3. Advanced 7(a) – Updates and More! (Marquette)
4. SBA 7(a) Loan Closing Best Practices (Cadillac)
5. SBA One – Intro and Hot Topics (Lasalle)

10:30 a.m. – 11:00 a.m.    Break & Exhibits

11:00 a.m. – 12:00 p.m.    Breakout Session 5

1. SBA 7(a) Guaranty Purchase (Duluth)
2. SBA Surety Bonds (Joliet)
3. Lender Service Provider (LSP) Best Practices – Panel Session (Marquette)
4. Business Acquisitions (Cadillac)
5. OCRM Lender Oversight (Lasalle)

12:00 p.m. – 1:45 p.m.    Lunch and Keynote Session: Economic Update with Michael McWilliams, University of Michigan (Ambassador Ballroom)

2:00 p.m. – 3:00 p.m.    Breakout Session 6

1. Top Problems that Emerging Franchisers Face that Affect You as the Lender (Duluth)
2. SBA 7(a) Liquidation Process (Joliet)
3. SBA Underwriting – Defined (Marquette)
4. Servicing Loans Sold in the SBA 7(a) Secondary Market (Cadillac)
5. Loan Fraud (Lasalle)

3:00 p.m. – 3:30 p.m.    Break & Exhibits

3:30 p.m. – 4:30 p.m.    Breakout Session 7

1. Loan Origination Using E-Tran System (Duluth)
2. SBA Caplines: Lowering Risk While Providing for Working Capital Needs (Marquette)
3. USDA: Top 10 Reasons to Use RD Guaranteed Loans (Cadillac)
4. Express Purchase: How to be the HERO in the SBA Department (Lasalle)