

RMA Presents: Lending to Service Companies

Appleton, Wisconsin, February 13, 2002



REGISTER ONLINE AND SAVE!

Course Overview

This course provides lenders with the unique characteristics of service companies, the credit risks associated with them, and the tools and information for structuring appropriate credit facilities to mitigate those risks. The course uses a segmentation model to help participants identify traits and risks that are common to groups of service companies.

Course Goals

- Understand the operating, capital investment and service life cycles of service companies.
- Recognize the financial risks in lending to service companies and be able to mitigate those risks through proper loan structuring, including the proper credit facility, loan covenants, collateral terms and conditions.
- Identify non-financial risks in lending to service companies such as: management and organization, industry credibility, internal controls, expertise of staff, market strategy, and investment in technology.

Registration Fees: \$450

Discount fee for RMA member institutions: \$315

ONLINE REGISTRATION DISCOUNT FEES:

Nonmembers: \$425

RMA Members: \$295

www.rmahq.org/Ed_Opps/calendar.html

Four ways to register: (Product No.: 306904-02)

By mail: Fill out this form, and send it with your check or credit card information to Registrar, RMA, P.O. Box 8500 S-3860, Philadelphia, PA 19178.

By fax: Fax your registration with your credit card number and signature to RMA at 215-446-4100. Please call RMA 24 hours after faxing to confirm registration.

By phone: Call Customer Care at 800-677-7621 and charge your registration to your credit card.

By web: Visit RMA's web site at www.rmahq.org and register online.

Please refer to the following priority code when registering: LSC/CHP

Please note: Your name will appear on the seminar's participant list *only* if your registration is received at least 10 days in advance of the seminar. Your seat at this event is reserved only when RMA has received payment. If payment has not been received at least two weeks prior to the event, RMA reserves the right to release your seat.

Have you purchased from RMA and/or attended an RMA event in the past two years?

___ Yes ___ No

Name _____

Title _____

Nickname for badge _____

Institution _____

Mailing address _____

City _____ State _____ Zip _____

Phone # _____ Fax # _____

E-Mail Address _____

___ Check enclosed ___ VISA ___ MasterCard ___ AMEX ___ Diners Club ___ Discover

Card No. _____ Exp. Date _____

Signature _____

This section must be completed in order to properly process your registration.

Which best describes your job function?
Check one only.

- Relationship Management/Lender/
Business Banker
- CEO/President/COO/CFO
- Credit Policy Officer
- Portfolio Management Officer
- Senior Line Manager
- Risk Management Officer
- Human Resources/Training Director
- Loan Review/Administration
- Credit Administration/Department/
Underwriter/Analyst
- CPA/Attorney/Appraiser
- Government Agency
- University/Librarian
- Secretary/Admin. Assistant/Student

Which best describes your area of specialty?
Check one only.

- All credit activity
- Commercial
- Consumer
- Private
- Real Estate
- Agriculture
- International
- Nonbank/ nonfinancial institution

Cancellation Policy (cancellations must be mailed or faxed) 15 working days before the event: full refund. 6-14 working days before the event: forfeit 50% of the fee. 5 working days or less before the event: forfeit the entire fee. No shows will not be eligible for refunds. If the course is canceled by RMA, registrants will receive a full refund for registration fees. RMA does not assume responsibility for airline tickets purchased to attend the event.