

2013 Guaranteed Loan Program Training

Expand Your Lending Opportunities with the USDA's Farm Service Agency Guaranteed Loan Program

Gain the tools to reach the agricultural customers in your area who:

- Have difficulty qualifying for traditional commercial loans or lack the required experience or equity,
- Have difficulty meeting your revised credit standards and increasingly restrictive regulatory lending policies; or
- Have experienced marginal cash flow coverage ratios or reduced equity positions.

In an effort to provide you with additional tools to make credit available to viable agricultural producers, the Farm Service Agency is providing several training opportunities for lenders interested in participating in the FSA Guaranteed Loan Program. These training seminars are planned to provide an introduction to the Guaranteed Loan Program in an on-site training environment for new loan officers or loan assistants, as well as an overview of the most current changes to the program in a series of live, online webinars for lenders that have historically participated.

Experienced Lenders:

Get Updates Without Leaving the Office!

Participating lenders will have 4 opportunities to obtain updated information regarding FSA's guaranteed loan program through a live, on-line webinar.

Webinars will be held monthly starting in November 2013 and extending through February 2014.

All webinars will focus only on regulatory updates and highlight those issues that are important to protect the guarantee.

Webinars will be structured for the participant to view content online with voice capabilities through simultaneous VOIP conferencing. Participants will also have opportunities to ask questions and participate in the discussion. Any session may be attended to obtain compliance with the required annual training for Agency Certified and Preferred lenders.

For webinar participation, see the "Registration" portion below. Participants will register individually online with the provided URL.

Participants will also need speakers and a microphone to participate in each webinar.

Webinar Schedule

Thursday, November 7, 2013

Tuesday, December 17, 2013

Wednesday, January 15, 2014

Thursday, February 20, 2014

NOTE: All webinars will begin at 1:30 p.m. Central.

Webinar Registration Info

To register for one of the identified webinars, please click on the "Register" link below.

Participants will have an opportunity to select the specific webinars of their interest at the registration screen.

If the registration button is not available, please copy/paste or type the following link into your web-browser:

<https://www.livemeeting.com/lrs/8002989786/Registration.aspx?pageName=6j0l4z0l3w11zb0>

Register Now

Contact Information

For more information, please contact John Cowan, Farm Loan Specialist, in the Texas State FSA Office at either 979-680-5229 or John.Cowan@tx.usda.gov.

New Lenders:

Attend a One-Day Onsite Loan Origination Seminar

Any Ag Lender with an interest in learning about the FSA Guaranteed Loan Program is encouraged to attend one of the two scheduled onsite Loan Origination seminars, or the half-day discussion in Edinburg. The Loan Origination seminars will be designed to provide the basic tools necessary to apply for and obtain the FSA Guarantee, with brief discussions on loan closing and loan disbursement requirements. The half-day discussion will focus on the benefits from use of the Guaranteed Loan Program.

Onsite trainings will be conducted in College Station, Edinburg and Lubbock. Goals for the onsite trainings will be to provide a detailed overview of the loan-making requirements of the loan guarantee program, with emphasis being placed on new loan officers.

Onsite Seminar Schedule

College Station, Texas

Wednesday, October 2, 2013

Texas State FSA Office
2405 Texas Avenue South, Ste. 305
College Station, TX 77840

Edinburg, Texas

Tuesday, October 8, 2013

University of Texas—Pan America
CESS Building, Room 118
1407 E. Freddy Gonzales Drive
Edinburg, TX 78539

Lubbock, Texas

Wednesday, October 23, 2013

Overton Hotel & Convention Center
2322 Mac Davis Lane
Lubbock, TX 79401

NOTE: All on-site seminars will begin at 8:30 a.m.

Seminar Registration Info

To register for one of the identified on-site seminars, please complete this portion of the registration and fax to 979-680-5237.

Space at each location is limited, so please register as soon as possible to ensure you have a seat.

Name: _____

Organization: _____

Address: _____

Office Phone: _____

Fax: _____

Email: _____

Please select the seminar of your choice by checking the appropriate box.

- College Station (October 2, 2013)
- Edinburg (October 8, 2013)
- Lubbock (October 23, 2013)

FAX TO: (979) 680-5237

EMAIL TO: Shay.Florence@tx.usda.gov