



2011 Online Guaranteed Lender Webinars

United States Department of Agriculture
Farm Service Agency

Lender of First Opportunity

As an active Agricultural lender...

Are there agricultural customers in your area who don't qualify for traditional commercial loans or lack the required experience or equity?

Have changing lending policies limited your ability to finance those farmers and ranchers that have been long term customers?

Has an increase in risk to agricultural financing affected your ability to gain or maintain ag related customers?

If you answered "yes" to any or all of these questions, or if your current customers are experiencing minimal cash flow coverage or reduced equity positions, you're not alone...

While these obstacles may seem insurmountable, there is a way to successfully mitigate these challenges.

The solution:

Farm Service Agency's Guaranteed Loan Program!

In an effort to provide lender representatives with the opportunity and tools to make credit available to viable agricultural producers, the Farm Service Agency is providing online webinars for lenders interested in participating in the FSA Guaranteed Loan Program. These seminars are also designed to assist lenders that have historically participated and are interested in recent changes to the program.

Lender Training Without Leaving the Office!

2011 Webinars



Training opportunities for 2011 will see some drastic changes, with the intent of providing more flexibility to lenders in obtaining the information needed to originate and service new and existing FSA guaranteed loans, while maintaining fiscal responsibility of training costs. Seminars planned for 2011 have been designed exclusively as live webinars.

Webinars will be offered bimonthly through September of 2011, each designed with topic specific content, lasting no more than 2 hours. Space for each webinar is limited to 100 participants. Participants are encouraged to view in groups at a single location, when possible.

Webinars will be structured for the participant to view content online with voice capabilities through simultaneous phone or VOIP conferencing.

All webinars will open with general loan making and loan servicing changes and updates during the past year, then transition into a topic specific 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.

2011 Schedule

Topics for each webinar will vary by date. The following identifies the date, topics and a short description of the material to be covered.

Developing Adequate Narratives (SEL & CLP Lenders)

June 21, 2011 at 10:00 a.m.

Discussion on specific topics and documentation needed in the narrative to adequately describe the proposed operation and lender's underwriting of the loan.

Developing Adequate Narratives (PLP Lenders)

June 23, 2011 at 1:30 p.m.

Discussion on specific topics and documentation needed in the narrative to adequately describe the proposed operation and lender's underwriting of the loan.

Lo Doc Application Requirements

July 6, 2011 at 1:30 p.m.

Detailed discussion of required items from SEL and CLP lenders for loans of \$125,000 or less.

Environmental: Making a Difficult Issue Work Timely

July 28, 2011 at 1:30 p.m.

Discussion on the items required to maneuver the environmental process and tips for speeding up the decision.

Meeting Additional Credit Needs Mid-Cycle

August 9, 2011 at 1:30 p.m.

Options available when your customer needs additional funds prior to the end of the production & marketing cycle.

Subsequent Year LOC Advances & Servicing Requirements

August 24, 2011 at 1:30 p.m.

Actions to be taken and documentation needed by FSA prior to advancing the next year of a guaranteed line of credit.

Rescheduling/Deferring Loan Balances/ Installments

September 6, 2011 at 1:30 p.m.

Discussion on the required actions and documentation to reschedule, reamortize or extend/defer installments and/or due dates.

Filing a Loss Claim: What's Needed and When

September 20, 2011 at 1:30 p.m.

Discussion of what is needed when filing a loss claim to ensure full payment under the guarantee.

Registration Info

Participants will register individually online with the provided URL. To register for each applicable webinar, click on the register link or type the URL in your web browser.

Developing Adequate Narratives (SEL & CLP Lenders) June 21, 2011 - 10:00 a.m. https://www3.gotomeeting.com/register/533895214	<u>REGISTER</u>
Developing Adequate Narratives (PLP Lenders) June 23, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/136421646	<u>REGISTER</u>
Lo-Doc Application Requirements July 6, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/814950126	<u>REGISTER</u>
Environmental - Simplifying a Difficult Issue July 28, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/425704550	<u>REGISTER</u>
Meeting Additional Credit Needs Mid-Cycle August 9, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/725000822	<u>REGISTER</u>
Subsequent-Year LOC Advances & Servicing Requirements August 24, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/826283766	<u>REGISTER</u>
Rescheduling/Deferring Loan Balances/Installments September 6, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/416216894	<u>REGISTER</u>
Filing a Loss Claim - What's Needed and When September 20, 2011 - 1:30 p.m. https://www3.gotomeeting.com/register/939566774	<u>REGISTER</u>

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.

