

Farm Service Agency
2405 Texas Avenue South
College Station, Texas 77840
Voice 979.680.5221
Web: <http://www.fsa.usda.gov>

2014 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.

Get Program Updates Without Leaving the Office!

Participating lenders will have 3 opportunities to obtain updated information regarding FSA’s guaranteed loan program through a live, on-line webinar.

Webinars will be held monthly starting in October and extending through December.

All webinars are designed for experienced participating lenders and 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

- Wednesday, October 15, 2014
 - Thursday, November 20, 2014
 - Wednesday, December 17, 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=5lc9hdl1xkh02892>

[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.

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 six scheduled onsite Loan Origination seminars. 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.

Onsite trainings will be conducted in Tyler, College Station, Corpus Christi, Amarillo, Lubbock, and Abilene.

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. Experienced loan officers may also choose this course as a refresher to the program requirements.

Onsite Seminar Schedule

- Tyler, Texas**
Thursday, May 8, 2014
Hilton Garden Inn Tyler
 - College Station, Texas**
Wednesday, June 18, 2014
Texas State FSA Office
2405 Texas Avenue South, Ste. 305
 - Corpus Christi**
Thursday, August 7, 2014
Omni Corpus Christi Hotel
 - Amarillo, Texas**
Tuesday, August 19, 2014
Magnuson Grand Ambassador Hotel
 - Lubbock, Texas**
Wednesday, August 20, 2014
Overton Hotel & Convention Center
 - Abilene, Texas**
Thursday, August 21, 2014
MCM Elegante Suites
- 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.
- ☐ Tyler (May 8, 2014)
 - ☐ College Station (June 18, 2014)
 - ☐ Corpus Christi (August 7, 2014)
 - ☐ Amarillo (August 19, 2014)
 - ☐ Lubbock (August 20, 2014)
 - ☐ Abilene (August 21, 2014)

FAX TO: (979) 680-5237
EMAIL TO: Carol.Harris@tx.usda.gov