

League/Association Name

Repossessions, Notice & Sale of Personal Property Collateral

TELEPHONE – WEBINAR – AUDIO/VISUAL CD ROM

Wednesday, May 26, 2010

12:00 pm – 1:30 pm Pacific
1:00 pm – 2:30 pm Mountain
2:00 pm – 3:30 pm Central
3:00 pm – 4:30 pm Eastern

No credit union enjoys repossessions. However, they are necessary in certain situations. Making a mistake in the repossession process can result in the credit union losing its right to go against the debtor for a deficiency and can also cause substantial damages to the credit union. This session explains all aspects of the repossession process, starting with the decision to foreclose on collateral and ending with selling collateral at a private or public sale. The proper steps a credit union should take (and the pitfalls a credit union should avoid) will be examined. This session will focus on the basics, but will also serve as a good refresher for those who do not frequently deal with repossessions.

HIGHLIGHTS

- When is a right-to-cure notice required?
- When is it appropriate to conduct self-help repossession?
- What is required in the notice of sale?
- What is considered a “commercially reasonable” sale?
- What if the debtor has filed bankruptcy?

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to learn the proper way to handle repossessions. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session will be useful to loan officers at all levels, loan operations personnel, credit administration personnel, and others involved in the collection process.

PLEASE NOTE: Your registration fee allows you to have **one telephone connection**. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes **one internet connection** from a single computer terminal.

ABOUT THE PRESENTER – Elizabeth Fast, JD & CPA

Elizabeth Fast, Esq. is a partner with Spencer Fane Britt & Browne LLP where she specializes in the representation of financial institutions. Elizabeth is the head of the firm’s training division known as Bankers Choice. She received her law degree from the University of Kansas and her undergraduate degree from Pittsburg State University. In addition, she has a Master of Business Administration degree and she is a Certified Public Accountant. Before joining Spencer Fane, she was General Counsel, Senior Vice President, and Corporate Secretary of a \$9 billion bank with more than 130 branches, where she managed all legal, regulatory, and compliance functions. She is a member of the Missouri State Banking Board by appointment of the Governor.

WHAT IS A WEBINAR?

This training method allows unlimited listeners on your office speaker phone. By choosing the webinar option, participants will also be able to view online visuals as the presentation is delivered. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials will be sent prior to the broadcast along with instructions. Your pin number, instructions, and handouts will be emailed to you. You will need the most current version of Adobe Acrobat Reader available free at www.adobe.com.

CAN'T ATTEND THE SCHEDULED TRAINING? ORDER THE AUDIO/VISUAL CD ROM!

As an added benefit, you may purchase a CD Rom* of this presentation. The CD includes the original audio/visual presentation, the question and answer sessions, and the handouts. In addition, you will be able to contact the presenter if you have follow-up questions. Use this "off-the-shelf" training program for those that could not attend the live seminar and for future training. **AFFORDABLE, PROFESSIONAL TRAINING, WHEN AND WHERE YOU CHOOSE.**

*CD Rom for PC use only

ASSOCIATION REGISTRATION INFORMATION ATTACHED HERE