

PCUA, Business Advisory Services presents...

## MBL Portfolio Risk Management Roundtable

April 8, 2010

PCUA Headquarters

10 a.m. – 3 p.m.

\$99/attendee



**Snapshot:** A 4 hour informational and networking session designed to provide participants with an overview of the challenges and successes of your Peers in managing their MBL portfolios in today's unprecedented economy.

Learn about specific changes credit union leaders from PA and MD have made in addressing credit

quality at loan origination and on-going through the life of their loans. Learn what they do to mitigate risk portfolio wide and on a loan by loan basis. Share ideas, ask questions and network at this brand new event!

**Moderator :** Molly Snody, Director Business Advisory Services, PCUA

### Roundtable Experts from the Following Credit Unions

- Mennonite Financial FCU
- SPE FCU
- Members 1<sup>st</sup> FCU
- Mid Atlantic FCU (MD)
- First Commonwealth FCU
- Service 1<sup>st</sup> FCU
- Erie FCU

**Benefits of Attending:** hear about the hot topics affecting business lending from our expert practitioners, such as:

- ✓ Which controls and practices were tighten in 2009
- ✓ Predictions for the next year
- ✓ Risk Rating Matrixes
- ✓ Current marketplace and tone of NCUA exams
- ✓ Delinquency and collections practices
- ✓ ALLL and ALM methodologies
- ✓ Loan covenant compliance issues
- ✓ Loan monitoring challenges
- ✓ Collateral Re-evaluation Tips
- ✓ Frequency of officer calls
- ✓ Loan pricing challenges
- ✓ *Get your questions answered during an open forum.*

**Who Should Attend?** CEOs & CFOs, Board Members responsible for oversight of the MBL Portfolio, Business Loan Officers, and Committee Members

**REGISTRATION FORM**  
**MBL Portfolio Risk Management Roundtable**  
*A Business Services Professional Group*  
 April 8, 2010, 10:00 a.m. to 3:00 p.m.  
 Pennsylvania Credit Union Association  
 4309 North Front Street, Harrisburg, PA 17110

To register, please complete this form and forward with payment no later than **March 25, 2010**. Please register early, as a minimum number of attendees are required to hold this meeting.

The cost to attend MBL Portfolio Risk Management Roundtable is **\$99 per person for member credit unions over \$20 million, \$75 per person for member credit unions under \$20 million. For non-Association or non-member credit unions, the cost to attend is \$200.** This fee includes refreshments and lunch on April 8, and all supporting material.

*Credit Union Name:* \_\_\_\_\_

*Attendee Name:* \_\_\_\_\_

*Badge Name:* \_\_\_\_\_

*Title:* \_\_\_\_\_ *E-mail:* \_\_\_\_\_

*Phone number:* \_\_\_\_\_ *Contact Name:* \_\_\_\_\_

Enclosed is a share draft/check in the amount of \$ \_\_\_\_\_ payable to Pacul Services, Inc.

Debit Credit Union Corporate Account# \_\_\_\_\_ ABA# \_\_\_\_\_

in the amount of \$ \_\_\_\_\_ Authorized Signature \_\_\_\_\_

Credit Card Account# \_\_\_\_\_ Expiration Date: \_\_\_\_\_

in the amount of \$ \_\_\_\_\_ Authorized Signature \_\_\_\_\_

Registration confirmations will be emailed to attendees within one week of receipt. Registration information may be faxed to: 717-234-4463; mailed to Pennsylvania Credit Union Association, 4309 N. Front St; Harrisburg, PA 17110. Cancellations received in writing five (5) days or more prior to the session will receive a refund minus a \$50 cancellation fee. Substitutions are welcome.

Payment must accompany registration. Faxed registration must include ACH or credit card information. For questions, please contact Molly Snody at 800-932-0661, ext. 5209.



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Registration confirmed by: _____	Date _____