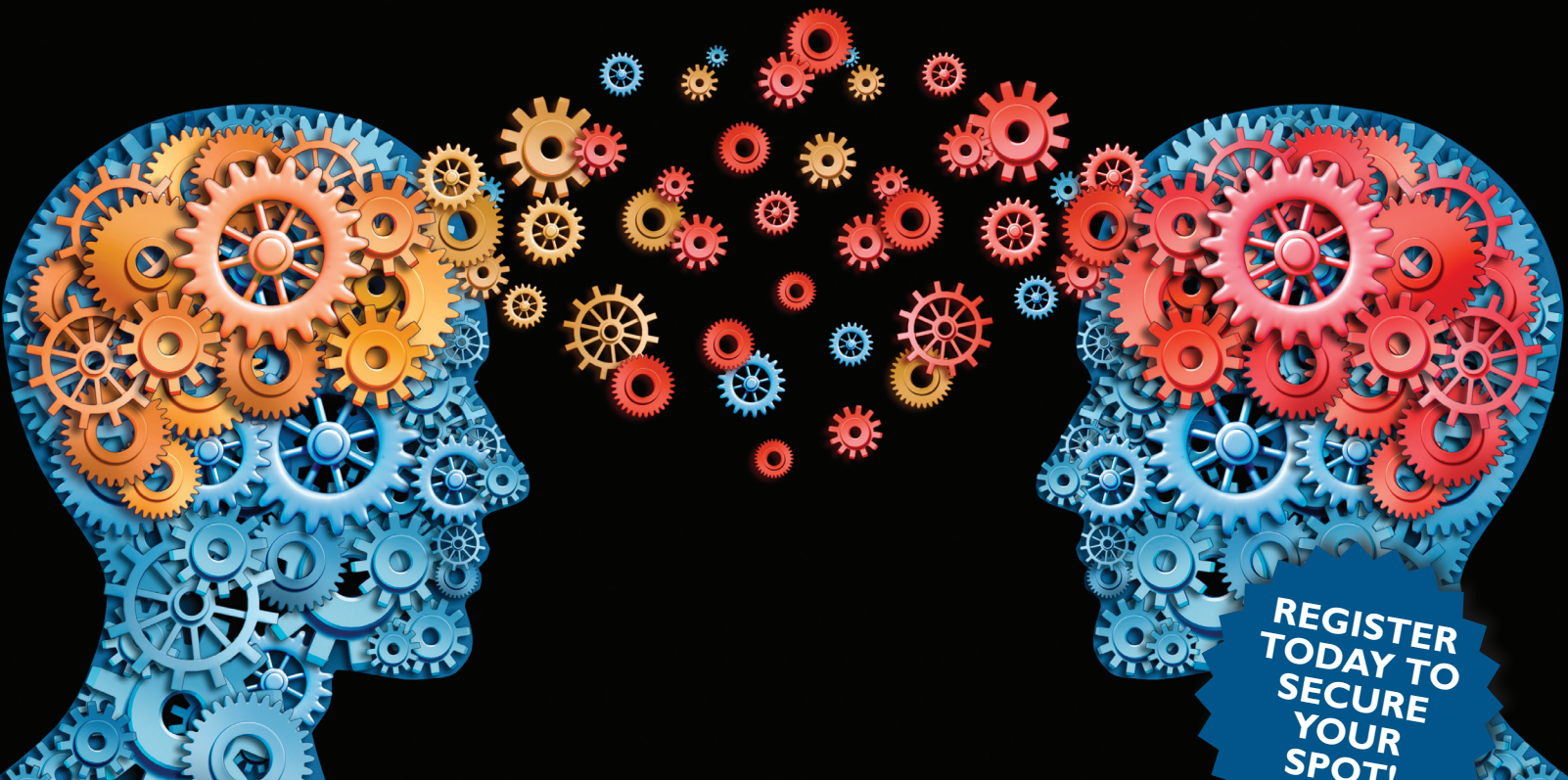


10TH ANNUAL COMMERCIAL LENDING KNOWLEDGE EXCHANGE 2018

The Commercial Lending Knowledge Exchange is the only session of its kind specifically for Ontario credit union commercial lenders. It offers an opportunity to 'stay ahead of the curve', engage in thought provoking and relevant discussions in a supportive and open environment.

Share Knowledge...Experiences ...Strategies!



**REGISTER
TODAY TO
SECURE
YOUR
SPOT!**

WHO SHOULD ATTEND

All credit union commercial/business lenders including those responsible for managing a commercial portfolio.

THE KNOWLEDGE EXCHANGE IS NOT A CONFERENCE, COURSE OR SEMINAR BUT IS THE MOST EFFECTIVE WAY TO EXPAND YOUR KNOWLEDGE AND BUILD A PEER NETWORK.

NOVEMBER 14, 15, 16, 2018 • KINGBRIDGE CONFERENCE CENTRE, KING CITY, ON L7B 1A3

2018 COMMERCIAL LENDING KNOWLEDGE EXCHANGE

WEDNESDAY, NOVEMBER 14TH, 2018

4:00 – 5:30 pm	Registration
5:30 – 6:30 pm	Reception
6:30 – 9:00 pm	Networking Dinner

THURSDAY, NOVEMBER 15TH, 2018

7:30 – 9:00 am	Networking Breakfast
9:00 – 10:00 am	Welcome
10:15 am – 12:00 pm	Peter Geadah Cash Management Specialist - Coach Libro Credit Union <i>The Many Benefits of Cash Management Services for your Commercial Department</i>

The payments landscape is constantly changing. This session will focus on the topic of cash management and related services. In addition, it will provide an overview of products and services available to your commercial Members focusing on holistic banking opportunities.

Cash is king to any business and it needs to be actively managed using the latest tools and electronic services available. These services are designed to streamline processes, mitigate risk and create efficiencies for any business Member. In addition, there are multiple revenue and deposit opportunities for your credit union. This is one session you do not want to miss!

- Q & A to follow

12:00 – 1:00 pm	Networking Lunch
1:00 – 2:30 pm	Paul De Francesca LLB De Francesca Law <i>A Nuts and Bolts Overview of Commercial Lending Security Documents</i>

This session will include:

- Letters of Commitment
- The Charge/Mortgage and Additional Provisions
- Assignment of Rents and other Assignment Documents
- General Security Agreement and PPSA Matters
- Construction Loan Security Documents
- Rank of Mortgage, Rank of PPSA, Inter-lender Agreements and Postponements

- Standard Commercial Due Diligence by Lender's Counsel and Requisitions to Borrower's Counsel
- Q & A

2:30 – 2:45 pm	Break
2:45 – 4:30 pm	Open Question - Knowledge Exchange
6:30 – 9:00 pm	Networking Dinner

FRIDAY, NOVEMBER 16TH, 2018

7:30 – 9:00 am	Networking Breakfast
9:00 am – 10:30 am	Stephanie Reid CIP, FLMI Senior Manager, TCUBP and Underwriting Risk Solutions Group CUMIS <i>Claims in the Commercial Lending Environment and Mitigation Strategies to Reduce Losses</i>

In this interactive session we'll discuss insurance coverages that are specific to commercial lending and types of losses that may trigger claims coverage. We'll take a look at claims credit unions are experiencing within the commercial lending environment and review a number of mitigation strategies to potentially reduce losses.

- Q & A to follow

10:30 – 11:30 am	Knowledge Exchange
11:30 am	Closing Remarks
12:00 pm	Networking Lunch

Bring ISSUES that are IMPORTANT TO YOU for the Open Question Session!



DATE:

November 14th, 15th and 16th, 2018 (session ends at 1:00 pm)

LOCATION:

Kingbridge Conference Centre

12750 Jane Street, King City (Toronto), Ontario L5B 1A3
Telephone: 1-800-827-7221

MEETING/HOTEL ACCOMMODATION PACKAGE:

\$620.00 + HST (80.60) = \$700.60

Your package costs include: 2 nights single accommodation, high speed wireless internet, 2 full breakfasts, 2 buffet lunches, 2 dinners and continuous nutrition breaks, free parking and use of all facilities.

REGISTRATION FEE:

\$750.00 + HST (97.50) = \$847.50

Registration Fee + Meeting Package \$1,548.10

Make cheque payable to Level Five Strategic Partners Inc. and mail to:

Suite 308

6975 Meadowvale Town Centre Circle #9

Mississauga, ON L5N 2V7

Telephone: 289-244-6619

Email your registration form to cmirtl@levelfive.ca

REGISTRATION FORM - 2018 COMMERCIAL LENDING KNOWLEDGE EXCHANGE

Name & Position: _____

Name of Credit Union: _____

Address: _____

_____ Postal Code: _____

Telephone: _____ Fax: _____

Email Address: _____