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# Government Guarantee Lending "The Most Profitable Slice of the Commercial Lending Pie"



This workshop entitled Government Guarantee Lending – "The Most Profitable Slice of the Commercial Lending Pie" will cover many important topics, such as the following:

### Tentative Agenda

- I. Why SBA / USDA
- II. Using the Full Array of Government Guaranteed Lending Services
- III. Capitalize on the Profitability Potential
- IV. Retain and Realize the Profits
- V. Risk Mitigation Strategies
- VI. Process Mapping Services

### SCHEDULE

One Day Workshop at Three Locations  
Each Day - 9:00 am – 3:00 pm

#### Tuesday, March 6, 2012

Farmers State Bank  
1240 8<sup>th</sup> Avenue, Marion

#### Wednesday, March 7, 2012

West Bank, 2<sup>nd</sup> Floor  
1601 22<sup>nd</sup> Street, West Des Moines

#### Thursday, March 8, 2012

Buena Vista University  
610 W. 4<sup>th</sup> Street, Storm Lake

*(Directions Provided Upon Registration)*

### Facilitators

Experts with VITAL Financial Services will conduct the workshop. Open discussion with question and answer sessions will be included.



### Who Should Attend?

Bank President  
Risk Officer

Head of Operations  
IT Committee members

Information Security Officer  
Internal Auditor

IT Officer  
Compliance Officer

## Registration

To Register Online, go to the calendar at [www.cbiaonline.org](http://www.cbiaonline.org)

I / We plan to attend \_\_\_ March 6<sup>th</sup> in Marion

\_\_\_ March 7<sup>th</sup> in WDM

\_\_\_ March 8<sup>th</sup> in Storm Lake

Company \_\_\_\_\_

Attendee(s) Name \_\_\_\_\_

\_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

**Cost - \$150 Member - \$100 Additional Attendees  
\$200 Nonmember - \$150 Additional Attendees**

Enclosed is a \_\_\_ check \_\_\_ credit card for registration.

Member/Nonmember Fee \_\_\_\_\_

# Additional \_\_\_ X fee\$ \_\_\_\_\_ = \_\_\_\_\_

**Total** \_\_\_\_\_

Credit Card \_\_\_ Visa \_\_\_ MC

Card # \_\_\_\_\_

Expiration \_\_\_\_\_ 3-Digit Security Code \_\_\_\_\_

**Please Remit Registration and Payment to:**

**Community Bankers of Iowa**

1603 22nd Street, Suite 102 - West Des Moines, IA 50266

Phone: (515) 453-1495 - Fax: (515) 453-1498

**Registration Deadline is March 1, 2012**