

26 Commercial Real Estate Lending in Today's Economy

OBA MEMBERS: REGISTER ONLINE AT WWW.OBA.COM.

The fee includes instruction, materials, breaks and lunch.

Early bird fee by November 20: \$290

Regular fee after November 20: \$300

Non-members: \$600

The fee includes instruction, materials, breaks and lunch.

Cancellation requests must be made in writing and be

received by November 20, 2026 to receive a full refund. A

50-percent refund will be given on all cancellations received

by November 27, 2026. No refunds will be given on requests

received after November 27, 2026; however, substitutions

may be made.

BANK/CO. _____

PHONE _____

FAX _____

P.O. BOX _____ CITY _____

ZIP _____

NAME _____

TITLE _____

EMAIL _____

NAME _____

TITLE _____

EMAIL _____

NAME _____

TITLE _____

EMAIL _____

PAY BY CREDIT CARD:

For security reasons, please fax your registration form

and credit card information ONLY to the OBA's dedicated

registrations fax line: **405-604-9545 or**

secure e-mail: **secure@oba.com**.

BILL TO ☐ VISA ☐ MASTERCARD ☐ AMEX ☐ DISCOVER

CARDHOLDER NAME _____

CARD # _____

EXPIRATION DATE _____ CVC# _____

SIGNATURE _____

PAY BY CHECK:

Mail this form with payment to:

Oklahoma Bankers Association

P.O. Box 960173

Oklahoma City, OK 73196-0173

SCHEDULE

8:30 a.m. Registration

9 a.m. to 4 p.m. Program

LOCATION

Harris Event Center at the OBA

643 N.E. 41st St., Oklahoma City

405-424-5252

ACCOMMODATIONS

Oklahoma City

Residence Inn Bricktown

400 E. Reno Ave.

Oklahoma City, OK 73104

405-601-1700 Option 0

Ask for rate of \$124

Free breakfast, Self parking \$23

Embassy Suites, OKC Medical Center

741 N Phillips Ave

405-239-3900

Ask for the OBA business rate of \$154

Made to order breakfast, Self parking \$22/day

**Hotel rates subject to availability*

QUESTIONS?

Call Niki, Debbie or Janis at the OBA for further

information at 405-424-5252, or email Janis at

janis@oba.com.

If you have a disability that may impact your

participation in this event, please forward

a statement regarding any special needs

to the OBA. We will contact you to discuss

accommodations..



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12/3/26

HARRIS EVENT CENTER/OBA



COURSE DESCRIPTION

This seminar will begin with a review of “commercial real estate” including types of properties and demand/supply in the “current” market.

The session will then cover the entire “loan process” by which a commercial real estate (CRE) loan is marketed, underwritten, approved, documented, “closed,” and monitored. The process will include a discussion of CRE underwriting techniques and loan documentation issues.

Additionally, strategies to handle a problem CRE loan will be addressed.

WHO SHOULD ATTEND

Commercial lenders, credit analysts, loan documentation specialists, relationship managers, branch managers, private bankers, and business development officers.

COURSE OBJECTIVES

- Review commercial real estate including types of properties and demand/supply in the current market
- Gain an understanding of how banks process CRE loans
- Learn the steps of marketing, underwriting, approving, documenting, closing, and monitoring a CRE loan
- Cover CRE loan underwriting techniques and documentation issues
- Address problem CRE loan issues

REGISTRATION

To qualify for the early bird fee of \$290, you must register by November 20, 2026. The fee after November 20, 2026 is \$300. Non-member fee is \$600. The fee is per person; instruction, materials, lunch, and breaks are provided.

SPEAKER

David L. Osburn is the founder of Osburn & Associates, LLC, a Business Training and Contract CFO Firm that provides seminars, webinars, and keynote speeches for bankers, CPAs, credit managers, attorneys, and business owners on topics such as Banking/Finance/Credit, Negotiation Skills, Marketing, and Management Issues. Mr. Osburn’s Contract CFO clients include medical practitioners, financial institutions, law firms, CPA firms, architects, real estate developers, and contractors. His extensive professional background of over 30 years includes 19 years as a Business Trainer/ Contract CFO and 16 years as a bank commercial lender including the position of Vice President/Senior Banking Officer. His banking credentials include loan underwriting, loan “work-out”, management, and business development. Mr. Osburn has been an adjunct college professor for over 30 years including Nevada State College and College of Southern Nevada. He holds an MBA from Utah State University, a BS in Finance from Brigham Young University, and is a graduate of the ABA National Commercial Lending School held at the University of Oklahoma. Additionally, Mr. Osburn holds the professional designation of Certified Credit & Risk Analyst (CCRA) as granted by the National Association of Credit Management (NACM).