26 COMMERCIAL REAL ESTATE LOAN DOCUMENTATION

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.

OKLAHOMA BANKERS ASSOCIATION

26 Commercial Real Estate Loan Documentation

12/4/26
HARRIS EVENT CENTER/OBA

26 Commercial Real Estate Loan Documentation

12/4/26 | OKC

COURSE DESCRIPTION

Attend this proactive seminar and receive a thorough overview of commercial real estate loan documentation.

Basic "business" structure, loan "structure," and loan "support" will be highlighted along with a review of "commercial real estate" loan documentation including promissory notes, business loan agreements, deeds of trust, assignment of rents, hazardous substances certificates, subordination agreements, landlord waivers, flood insurance notices, and other supporting documents including corporate resolutions, guarantees, and Reg B notices.

Additionally, the related concepts of managing "problem" commercial real estate loans/collateral, MAI appraisals, leases, "fee simple" and judicial foreclosures, "deficiency" judgments, the "single form of action rule," and other legal issues dealing with commercial real estate transactions will be reviewed.

The seminar will be summarized via a "hands-on" comprehensive CRE "loan documentation" case study.

WHO SHOULD ATTEND

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

COURSE OBJECTIVES

1) Discuss commercial real estate loan documentation issues

2) Review basic "business" structure, loan structure, and loan support

3) Highlight commercial real estate loan documentation including promissory notes, deeds of trust, landlord waivers, and guarantees

4) Discuss related concepts of "problem" commercial real estate loans/collateral, MAI appraisals, leases, foreclosures, deficiency judgments, and other "legal issues" with commercial real estate transactions

5) Analyze comprehensive CRE loan documentation case

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).