

Business & Industry Guaranteed Loan Program Lender Training

Attention Lenders! Free Training!

The Georgia Rural Development Business Programs staff presents training on the U.S. Department of Agriculture [Rural Development, Business and Industry \(B&I\) Guaranteed Loan Program](#), including regulation changes that came into effect in August of 2016. We'll discuss revisions relevant to program eligibility, application processing and lender servicing. Training materials will be provided.

Upcoming Sessions in Tifton and Athens, Georgia.

To Register to Attend, Email Melissa.Saucier@ga.usda.gov, or call (706) 552-2562.

Wednesday, June 13, 2018
9:00a.m. – 12:00p.m. (Eastern)
ABAC-UGA Tifton Campus | NESPAL Building
2360 Rainwater Road
Tifton, Ga 31793

Wednesday, June 20, 2018
9:00a.m. – 12:00p.m. (Eastern)
Stephens Federal Building | 355 East Hancock Avenue, Third Floor
Athens, Georgia 30601

Topics Covered:

- Benefits of B&I Lending to the Bank and borrower
- Identifying a B&I Loan (Screening Application)
- Eligibility Issues (Lender Experience and Business Location)
- Understanding the B&I Loan Process (Pre-application versus Full Application)
- Underwriting Criteria (Tangible Balance Sheet Equity and collateral Test)
- Agency Review and Approval with Conditional Commitment
- Step-by-Step B&I Form Completion
- Regulation changes effective August 2016

Who Should Attend?

The workshop is geared towards Lenders and Service Providers and others who want to understand more about the process as a whole. Compliance Officers, Underwriters, and loan closing personnel will receive valuable information about what is needed from the loan package to complete their process as streamlined as possible. Even if this is not your specific role, understanding what goes into application processing, closing and funding the loan helps with setting borrower expectations up front, resulting in a smoother closing and happier customers.

USDA is an equal opportunity provider, employer and lender.