

2022
SBA 7(a) LOAN CLOSING TRAINING
ONLINE ON DEMAND ON YOUR SCHEDULE

REGISTRATION IS ALWAYS OPEN

Need 7(a) Loan Closing Training or CLE hours?

Want the convenience of training on your schedule?

Want affordable training without leaving your office?

**Want to save money with no airfare, no hotel,
no ground transportation and no other out-of-pocket costs?**

Janice E. Garlitz, P.C. is offering its comprehensive 7(a) Loan Closing Course online in conjunction with **Lawline.com**, a national provider of continuing legal education. This Course is designed for *attorneys, paralegals, bankers and bank counsel* handling 7(a) Loans and CDC staff handling Community Advantage Loans.

Registration: To register with Lawline, go to:

<https://www.lawline.com/curriculum/7a-loan-closing-basics-package-2021-update>

Cost:

- Cost: \$899.00 per participant
- **20% DISCOUNT:** If you purchase the Bundle (entire Course), a 20% discount is offered for groups of 2 or more staff from the same bank, 2 or more lawyers or paralegals from the same law firm, or 2 or more persons (staff and lawyers) representing the same bank.

To obtain the discount, call Lawline.com at 1-877-518-0660

- Same price for Lender staff and attorneys - **no membership required and no membership fees**
- Federal Government Rate: \$699.00 per federal government participant

When:

Parts of the 7(a) Loan Closing Course were previously recorded. Updated sessions will be live webcasts with Q&A as described below.

The entire 7(a) Loan Closing Course will be available online on demand on your schedule starting March 21, 2022.

If you have purchased the entire Course bundle or individual sessions, but cannot view all of a session at one time, don't worry. You can watch any session online on demand on your schedule until you have completed the entire session and you can access any of the sessions as many times as you want this year.

Content:

The 7(a) Loan Closing Course is offered in 10 sessions. You can register and take the entire Course for a bundled price or you can register and take individual sessions *a la carte*.

A detailed Agenda appears at the end of this announcement. The 10 sessions are:

- Session 1 Overview of the SBA 504 and 7(a) Loan Programs (pre-recorded)
- Session 2 7(a) Authorization (SBA Guaranteed Loan) (pre-recorded)
- Session 3 Eligible Passive Company and Operating Company Loans in SBA 504 and 7(a) Loan Closings (pre-recorded)
- Session 4 Types of Borrower and Guarantor Entities and Property Ownership in SBA 504 and 7(a) Loan Closing (pre-recorded)
- Session 5 Use of Proceeds, Equity Injection and Fees in 7(a) Loan Closings (pre-recorded)

2022 Live Webcast: March 15, 2022 at 2:00 PM-3:00 PM EDT

- Session 6 7(a) Loan Closing Requirements (pre-recorded)
- Session 7 Real Property Collateral in SBA 504 and 7(a) Loan Closings (pre-recorded)
- Session 8 Other Collateral in SBA 504 and 7(a) Loan Closings (pre-recorded)
- Session 9 Insurance in SBA 504 and 7(a) Loan Closings (pre-recorded)
- Session 10 Environmental Requirements for SBA 504 and 7(a) Loan Closings (pre-recorded)

CLE Credits: The Course provides **15.5** hours of CLE (0 ethics hours) based on 60-minutes CLE reporting. When you complete the Course, attorneys will be prompted to download a certificate of completion from the Lawline.com website for state bar CLE reporting.

Lawline.com is a preapproved CLE provider in the following states:

Live Webcast or On Demand:

Alabama	Alaska	Arizona	Arkansas
California	Connecticut	Georgia	Hawaii
Illinois	Kansas	Missouri	Nevada
New Jersey	New Mexico	New York	North Carolina
Ohio	Pennsylvania	South Carolina	Tennessee
Virginia	Vermont	West Virginia	Wisconsin

On Demand Only: Texas

For other states, please check the Lawline.com registration page with hyperlink above to see if your state has accredited the course. If not, then you will need to apply with your state bar's CLE department for individual course credit. If you need any forms signed for CLE credit, please forward them to jangarlitz@netzero.net

Why Take This 7(a) Loan Closing Course?

- **PowerPoint Presentation** - Participants registered for the entire Course will receive the PowerPoint with more than 750 slides covering all aspects of 7(a) Loan closings. Registrants for individual sessions will receive the PowerPoint for that session(s). The PowerPoint is downloadable when you log on with Lawline.com.
- **7(a) Authorization and Forms** - Participants registering for the entire Course will receive the National 7(a) Authorization Boilerplate and SBA 7(a) closing Forms. This will be distributed electronically via e-mail.
- **Experienced Instructor - Jan Garlitz, President, Janice E. Garlitz, P.C.** - 27 years of experience preparing, updating and teaching the 504 Loan Closing and 504 Loan Closing Update Courses, 35 years of experience closing SBA 7(a) and 504 loans for CDCs and banks, and 32 years of experience teaching adult legal education courses.

Checkout the website: <http://www.janicegarlitz.com>

- **Practice Tips** - with 35 years of experience in closing SBA 7(a) and 504 Loans for CDCs and banks, I have tips to improve your closing process and make it as seamless as possible
- **CLE** - for attorneys
- **Prerequisite** – None

AGENDA

Session 1: Overview of SBA 504 and 7(a) Loan Programs (3.0 CLE Hours)

- Topics:
- Purposes of 7(a) Loan Program
 - Types of Lenders and Source of Loan Funds
 - Maximum SBA Lending and Guaranty Limits
 - Eligible and Ineligible Borrowers and Size Standards
 - Loan Maturities and Interest Rates
 - 7(a) versus 504 Loans

Session 2: 7(a) Authorization (SBA Guaranteed Loan) (1.5 Hours)

- Topics:
- Review of National Authorization Boilerplate and Standard Collateral Conditions
 - Signing the Authorization
 - What is the Authorization
 - Amending the Authorization
 - Guarantors: who must guarantee and waivers

Session 3: Eligible Passive Company and Operating Company Loans in SBA 504 and 7(a) Loans (1.0 Hours)

- Topics:
- EPC/OC regulation
 - Requirements for EPC/OC loan structure
 - EPC and OC change of ownership
 - EPC/OC lease requirements and occupancy
 - Guarantee and Trust requirements
 - Multiple businesses

Session 4: Types of Borrower and Guarantor Entities and Property Ownership in SBA 504 and 7(a) Loans (2.5 Hours)

- Topics:
- Individual and Husband/Wife Proprietorships and required documentation
 - Partnerships (General, Limited and Limited Liability) and required documentation
 - Corporations (Stock, Professional and Non-stock, Subchapter C and Subchapter S) and required documentation
 - Limited Liability Companies (LLCs, Professional LLCs and Series LLCs) and required documentation
 - Trusts and required documentation
 - Trade, Fictitious, Assumed and d/b/a Names and required documentation
 - Forms of Property Ownership (tenancy in common, joint tenancy, tenancy by the entirety and community property)

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Session 5: Use of Proceeds, Equity Injection and Fees in 7(a) Loans (1.0 Hours)

- Topics:
- Eligible Use of Loan Proceeds
 - Documenting Use of Loan Proceeds
 - Equity Injection Requirements
 - Allowable and Prohibited 7(a) Fees
 - Compensation Agreement (SBA Form 159)

Session 6: 7(a) Loan Closing Requirements (2.0 Hours)

- Topics:
- IRS Tax Transcripts, Certifications and Lien Reports
 - Real Estate Appraisals and Business Valuations
 - Earthquake Hazards and Seismic Certification
 - Construction Requirements
 - Customer Identification Program
 - Closing 7(a) Loans
 - Mandatory and Optional SBA Forms
 - Requirements for Loan Documents
 - Review of Key SBA Forms

Session 7: Real Property Collateral in SBA 504 and 7(a) Loans (1.0 Hours)

- Topics:
- Lien Instruments, Mandatory Language and Assignments to SBA
 - Surveys
 - Title Insurance Commitments, Policies and Endorsements
 - Judgments and Liens
 - Title Reports and Attorney Title Opinions
 - Condominiums
 - State Boilerplate Options
 - Leased Land Deals with Third Party Landlords
 - Non-Project Real Property Collateral

Session 8: Other Collateral in SBA 504 and 7(a) Loans (1.0 Hours)

- Topics:
- Equipment and Fixtures
 - Security Agreements and UCC Financing Statements
 - Equipment List
 - UCC Lien Searches
 - Leased Business Premises and Landlord's Subordination Agreement
 - Assignment of [Leases and] Rents
 - Percentage Occupancy
 - Third Party Leases and Subleases
 - Standby Creditor's Agreement
 - Subordination Agreements
 - Other Types of Personal Property and Assignments

AGENDA

Session 9: Insurance in SBA 504 and 7(a) Loans (1.0 Hours)

- Topics:
- Life Insurance and Collateral Assignments
 - Flood Insurance and FEMA 086-0-32 Form
 - Hazard or Property Casualty Insurance
 - Other Types of Insurance including Full Marine, Liability, Dram Shop/Host Liquor, Professional Liability and Workers' Compensation

Session 10: Environmental Requirements for SBA 504 and 7(a) Loans (1.5 Hours)

- Topics:
- Environmental Investigations for Commercial Property
 - Types of Environmental Investigations
 - SBA Reliance Letter
 - What Environmental Investigation to Order
 - Approval and Disbursement with Contamination
 - Gas Stations and Other Special Use Facilities
 - Submitting Environmental Investigations to SBA
 - Standards for Environmental Professionals
 - Environmental Certifications
 - Appeals and Reconsiderations to SBA Environmental Committee