

	Monday October 28th		Tuesday October 29th		Wednesday October 30th		Thursday October 31st		Friday November 1	
8:00	Breakfast		Breakfast		Breakfast		Breakfast		Breakfast	
8:30	Registration Sheraton Framingham	MBA	Assessing Risk Facing the Borrower	Wasson	Assessing Borrower Financial Performance	Rushing	Assessing Borrower Financial Performance	Rushing	Responsible Commercial Real Estate Lending (Continued)	Rushing
9:00	Curriculum Overview and Foundational Concepts in Lending	Wasson	Evaluating Management	Wasson					Identifying and Managing Problem Loans	Rushing
10:00	Break		Break		Break		Break		Break	
10:15	Understanding the Borrower's Business	Wasson	Evaluating Management	Wasson	Assessing Borrower Financial Performance (Continued)	Rushing	Projecting Future Performance	Rushing	Identifying and Managing Problem Loans (Continued)	Rushing
11:00									Establishing Credit Discipline	Rushing
11:30							Loan Structure and Support	Rushing		
12:00	Lunch		Lunch		Lunch		Lunch		Summary & Exam	Rushing
1:00	Understanding the Borrower's Business	Wasson	Effective Relationship Management	Wasson	Assessing Borrower Financial Performance (Continued)	Rushing	Loan Structure and Support (Continue)	Rushing		
2:00							Break			
2:15							Responsible Commercial Real Estate Lending	Rushing		
3:00	Break		Break		Break			Boxed Lunch to Go		
3:15	Assessing Risk Facing the Borrower	Wasson	Effective Relationship Management	Wasson	Assessing Borrower Financial Performance (Continued)	Rushing				
6:00	Dinner - On Your Own		Dinner - On Your Own		Dinner - On Your Own		Dinner - On Your Own			