



NATIONAL
MARINE
LENDERS
ASSOCIATION

MARINE LENDING WORKSHOP

March 3-5, 2019

Embassy Suites by Hilton

605 W. Oglethorpe Avenue

Savannah, GA 31401

Anyone involved in direct and indirect marine loan origination, retail lending, sales, collections, operations, remarketing and portfolio review will benefit greatly from attending this hands-on, extensive educational workshop. This two-day program offers attendees the opportunity to increase their knowledge base, learn about the latest trends and updates in the marketplace, and experience one-on-one time with experts who have over 200 years of combined marine experience.

**A MUST ATTEND EVENT FOR
MARINE FINANCE PROFESSIONALS**

COURSE DESCRIPTION

This Workshop is an all-inclusive study of the various elements of recreational boat financing and is presented by expert marine lenders, collectors, asset managers, maritime attorneys, marine insurance specialists and industry consultants. Each attendee will receive numerous educational hand-outs as well as a 200-page comprehensive “Marine Lending Manual”, the only one of its kind!

NMLA’s goal is to prepare all involved in this unique segment of our industry to recognize the potentials as well as the “red flags” of this niche product. With enrollment strictly limited, the atmosphere is one of ongoing interaction between instructors and attendees and discussions unique to a specific enterprise or marketplace are encouraged.

PRESENTATIONS INCLUDE:

Credit Underwriting for Small and Large Boats

Tips on Identifying Fraud

Insurance

Registration and Lien Perfection

Collateral Evaluation

Collections and Repossessions

Remarketing

PROPOSED AGENDA

Sunday March 3rd:

(Please plan to arrive at the hotel by 3pm)

- **Registration**
- **Opening Reception**

Monday March 4th:

- **Industry Overview:** *Past, Present and Future Trends*
- **Introduction to Credit:** *Perspective and Technique of Small Boat Lending*
- **Registration and Lien Perfection:** *State and Federal Registrations*
- **Marine Insurance:** *Protecting the Collateral Investment*
- **How to Minimize Losses:** *Panel Discussion*
 - Collection
 - Repossession
 - Remarketing and Liquidation

Tuesday March 5th:

- **Collateral Evaluation:** *Assessing Accurate and Reliable Values*
- **Credit Analysis**
 - *Understanding Personal and Business Tax Returns*
 - *How to Develop Cash Flow*

Workshop ends Tuesday at approximately 12:30pm

REGISTER NOW
NMLA MARINE LENDING WORKSHOP
Savannah, GA
March 3-5, 2019

Please **PRINT OR TYPE** a separate registration for each person from your firm planning to attend the workshop.

Registrant: _____

Job Title: _____

Job Function: _____

Company: _____

Business Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

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2019 MARINE LENDING WORKSHOP

REGISTRATION RECAP:

(Discounts below reflect more than one attendee from same company)

NMLA MEMBERS:

First Attendee	\$595	\$ _____
Second Attendee	\$495	\$ _____
Third, Fourth or Fifth attendee	\$395 x # _____	\$ _____

NON-MEMBER FIRMS:

First Attendee	\$695	\$ _____
Second Attendee	\$595	\$ _____
Third, Fourth or Fifth Attendee	\$495 x # _____	\$ _____

Total Registration \$ _____

Return your registration TODAY via fax or email to:

National Marine Lenders Association
Marine Lending Workshop
1 Melvin Avenue
Annapolis, MD 21401

Attn: Robin Cottmeyer
Tel: 410-980-1401 * Fax: 410-268-3755
Email: info@marinelenders.org

Please make your **check payable to the NMLA** and mail it to the address above or visit our website, www.marinelenders.org, and click on “*Marine Lending Workshop*” at the bottom of the Homepage and use the handy PayPal payment option.

SEE YOU AT THE WORKSHOP!

GENERAL INFORMATION

Workshop space is limited – **REGISTER TODAY!**

Location:

All events, meals and classroom activities will take place at the Embassy Suites by Hilton, 605 W. Oglethorpe Avenue, Savannah, GA 31401, conveniently located in the heart of Downtown Savannah.

Hotel Reservations:

Hotel reservations **must be made by February 4, 2019** to gain the **\$209** per night (plus tax) workshop rate. Contact the Embassy Suites Hotel at telephone number 1-912-721-6900 and **reference the National Marine Lenders Association** (NMLA).

Lodging:

Registrants are responsible for making their own hotel arrangements.

Workshop Cancellation Policy:

A \$100 cancellation fee will be assessed through February 4, 2019; no refunds are available after that date.

Travel:

Located 12 miles from the hotel, the Savannah International Airport is served by American and Delta airlines. Other options include both the Charleston, SC and Jacksonville, FL airports.

Attire:

Business casual attire is acceptable throughout the workshop sessions.

FOR ADDITIONAL INFORMATION, please contact:

Robin Cottmeyer at the National Marine Lenders Association
Telephone: **410-980-1401** or e-mail **info@marinelenders.org**