



NATIONAL
MARINE
LENDERS
ASSOCIATION

MARINE LENDING WORKSHOP

January 22-24, 2023

**Orlando Airport Embassy Suites by Hilton
5835 TG Lee Boulevard
Orlando, FL 32822**

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 Valuation

Collections and Repossessions

Remarketing

PROPOSED AGENDA

(A final agenda will be provided to all registered attendees no later than January 14th)

Sunday January 22nd:

(Please plan to arrive at the hotel by 4pm)

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

Monday January 23rd:

- **Introduction to Credit:** *Perspective and Technique of Small Boat Lending*
- **Introduction to Loan Analysis**
- **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
- **Collateral Valuation:** *Overview*

Tuesday January 24th:

- **Collateral Valuation:** *Assessing Accurate and Reliable Values*
- **Credit Analysis**
 - *Understanding Personal and Business Tax Returns*
 - *How to Develop Cash Flow – analysis of actual loans*
- **Jeopardy:** *Testing What You've Learned (CASH PRIZES!)*

Workshop ends Tuesday at approximately 12:30pm

NMLA MARINE LENDING WORKSHOP

Orlando, FL

January 22-24, 2023

Workshop space is limited to 50 attendees.

REGISTER TODAY!

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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2023 MARINE LENDING WORKSHOP

REGISTRATION RECAP:

NMLA MEMBERS:

First Attendee	\$595	\$ _____
Each Additional Member Attendee	\$495	\$ _____

NON-MEMBER FIRMS:

First Attendee	\$795	\$ _____
Each Additional Non-Member Attendee	\$695	\$ _____

Total Registration \$ _____

Return your registration form 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

Location:

All events, meals and classroom activities will take place at:

Embassy Suites by Hilton (Orlando Airport location)
5835 TG Lee Boulevard
Orlando, FL 32822

The hotel is located one (1) mile from the Orlando International Airport and offers free shuttle service.

Please contact the hotel for additional information on how to arrange this service.

Hotel Reservations:

Hotel reservations must be made by December 31, 2022 to gain the **\$169** per night (plus taxes and fees) workshop rate (*). Contact the Embassy Suites Hotel at telephone number **(407) 888-9339** and reference the National Marine Lenders Association (NMLA).

NOTE: The NMLA Workshop room rate is available from Wednesday January 19th through Thursday January 26th, so why not plan to spend a few extra days in Orlando?

Lodging:

Registrants are responsible for making their own hotel arrangements. All reservations must be secured by credit card for one night plus taxes and fees. (*)

Workshop Cancellation Policy:

No refunds will be available after January 10, 2023.

Travel:

Located 10 minutes from the hotel, the Orlando International Airport is served by all major airlines.

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**

(*) Cancellation of your hotel reservation must be made 3 days prior to arrival in order to receive a refund of any deposits made.