



NATIONAL
MARINE
LENDERS
ASSOCIATION

MARINE LENDING WORKSHOP

March 1-3, 2020

Embassy Suites by Hilton

Phoenix-Scottsdale

4415 E. Paradise Village Parkway South

Phoenix, AZ 85032

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 1st:

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

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

Monday March 2nd:

- **Industry Overview:** *Past, Present and Future Trends*
- **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 March 3rd:

- **Collateral Evaluation:** *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

REGISTER NOW
NMLA MARINE LENDING WORKSHOP
Phoenix, AZ
March 1-3, 2020

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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2020 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 \$ _____

**NOTE: PAY BEFORE 12/31/2019 AND
TAKE \$50 OF EACH ATTENDEE'S REGISTRATION FEE**

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

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

Location:

All events, meals and classroom activities will take place at the Embassy Suites by Hilton, Phoenix-Scottsdale, 4415 E. Paradise Village Parkway South, Phoenix, AZ 85032.

Hotel Reservations:

Hotel reservations **must be made by January 20, 2020** to gain the **\$199** per night (plus taxes and fees) workshop rate. Contact the Embassy Suites Hotel at telephone number 1-602-765-5800 and **reference the National Marine Lenders Association (NMLA)**.



The **NMLA room rate is available from Wednesday February 26 – Thursday March 5th**, so why not plan to spend a few extra days in Arizona? Hike the famed Camelback Mountain, visit Old Town Scottsdale, and if you're a golfer, bring your clubs. The championship 18-hole *Stone Creek Golf Club* sits on the doorstep of this hotel.

Lodging:

Registrants are responsible for making their own hotel arrangements.

Workshop Cancellation Policy:

A \$100 cancellation fee will be assessed through February 17, 2020; no refunds are available after that date.

Travel:

Located 15 miles from the hotel, the Phoenix Sky Harbor International Airport is served by American and Southwest airlines along with Delta, JetBlue, Spirit, United and others. Options for ground transportation include Super Shuttle (est. min fare \$25), rental cars and taxis (est. min fare \$45).

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**