

AGRICULTURAL LENDERS SCHOOL

A Unique Opportunity For Early Career Agricultural Lenders

June 5-9, 2017

Columbia, Missouri

Program

The program will be held on the University of Missouri campus in the Reynolds Alumni Center. The five day curriculum was developed to educate and challenge participants in the school. All sessions and activities focus on practical applications critical to an agricultural lending operation.

The first two and half days of instruction will be taught by Dr. Freddie Barnard from Purdue University. Dr. Barnard was a pioneer in the development of the Farm Financial Standards and is a leading agricultural finance professor in the US.

Other speakers for the rest of the week will be a variety of lending professionals, university faculty and other experts who will share their expertise and experiences on topics important to agricultural lenders.

Speakers use presentations, exercises, and case studies to provide a variety of educational learning experiences. On day four, participants in the Agricultural Lenders School will join the Emerging Issues in Agricultural Lending Symposium; a two-day annual program focused on current topics in agricultural lending.

Who Should Attend

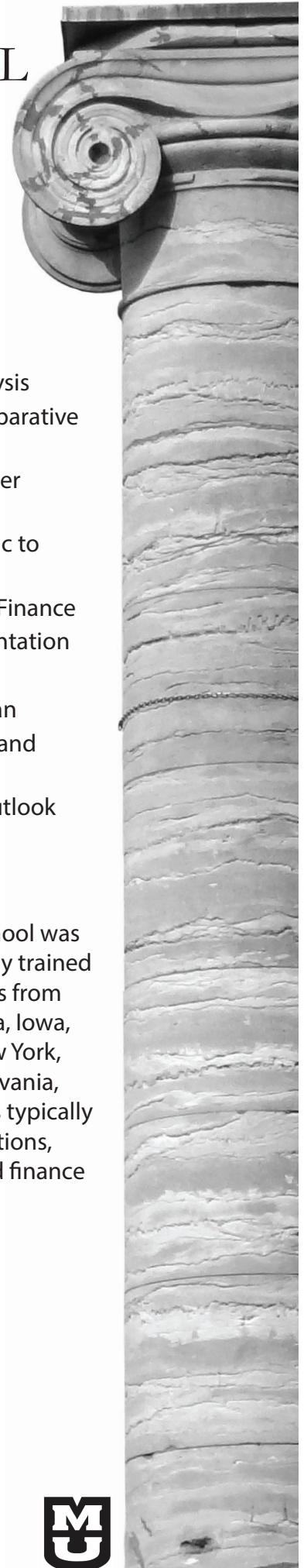
Early career lenders (zero to five years experience) or experienced lenders who are assuming new agricultural loan responsibilities are the intended audience for this school.

Topics

- » Introduction to Agricultural Financial Statements
- » Keys to Agricultural Credit Analysis
- » Financial Benchmarks and Comparative Data
- » Communicating with your Farmer Clients
- » Practical Servicing Issues Specific to Agriculture
- » Emerging Issues in Agricultural Finance
- » Legal Review and Lien Documentation
- » Managing Agricultural Risks
- » Completing the Agricultural Loan
- » Farm Service Agency Programs and Perspectives
- » US Farm Bill and Commodity Outlook

History


Since the Agricultural Lenders School was founded in 2000, it has successfully trained more than 400 agricultural lenders from Missouri, Arkansas, Illinois, Indiana, Iowa, Kansas, Minnesota, Nebraska, New York, North Dakota, Oklahoma, Pennsylvania, Tennessee and Texas. Participants typically work in banks, farm credit associations, agribusinesses, state agencies and finance companies.





Fees


The \$1,250 registration fee includes program materials, lunches, and the Thursday night social event. Registration deadline is May 5, 2017. Two week notification is required for refunds and substitutions are welcome. Space is limited; please register early to ensure a registration.

Registration

 Online: <http://agebb.missouri.edu/commag/lenderschool>

 By Mail: Complete registration form and mail to: ALS, MU Conference Office, 344 Hearnes Center, Columbia, MO 65211

 By Fax: Complete registration form and fax to (573) 882-1953

 By Phone: Call (573) 882-4349 or toll free at (866) 682-6663

Hotel

Hotel accommodations are not included with the event, but blocks of rooms at three hotels in Columbia have been arranged with discounted room rates until May 4, 2017. When making a reservation, please refer to the "MU Lenders School" to get the proper rate.

Stoney Creek Inn
2601 S. Providence Road
Columbia, Missouri 65203
Phone: (573) 442-6400
Rate: \$99/night + tax

Hampton Inn & Suites At the University
1225 Fellows Place
Columbia, Missouri, USA 65201
Phone: (573) 214-2222
Rate: \$119/night + tax

The Broadway a Double Tree by Hilton
111 East Broadway
Columbia, MO 65201
Phone: (573) 875-7000
Rate: \$134/night + tax + parking



Sponsors
in cooperation with
MU Conference
Office



2017 Agricultural Lenders School Registration Form

Registrant Information

Name _____		Company _____	
Address _____		City _____	State _____ Zip _____
Email _____		Phone _____	Fax _____

Method of Payment

Fee: \$1,250

Payment enclosed (Make checks payable to: University of Missouri)

Bill my organization (Attach completed purchase order – PO numbers will not be accepted)

Credit card (Complete payment information below)

Visa Mastercard Discover AMEX

Card Number _____

Exp. Date _____

Cardholder Name (Print) _____

Signature of Cardholder _____

**Registration
Deadline is
May 5, 2017**

For Office Use Only:
CEIS # 128505
Customer ID # _____
Receipt # _____

