

AGRICULTURAL LENDERS SCHOOL

A Unique Opportunity For Early Career Agricultural Lenders

June 4-8, 2018

Columbia, Missouri

Program

The Agricultural Lending School was designed to train early to mid-career lenders specializing in financing agriculture.

Sessions use practical examples to demonstrate concepts focused on issues critical to successful agricultural lending. Speakers use a balance of presentations, exercises, and case studies to provide a quality adult learning experience. Two core faculty instructors for the Agricultural Lenders School include Dr. Freddie Barnard and Dr. Elizabeth Yeager.

Dr. Freddie Barnard is a Professor Emeritus of Agricultural Economics with Purdue University and has a wealth of experience in agricultural lending. He was a pioneer in the development of the Farm Financial Standards and has taught extensively at various U.S. banking schools and meetings.

Dr. Elizabeth Yeager is an Assistant Professor of Agricultural Economics with Kansas State University and is considered an outstanding faculty in agricultural finance. She has taught undergraduate courses, conducted research and authored publications in agricultural finance, marketing, agribusiness, and production.

Other speakers include lending professionals, industry experts, and university faculty. For last two days of training, participants in the Agricultural Lenders School will join the Emerging Issues in Agricultural Lending Symposium, an annual program focused on current topics in agricultural lending.

Topics

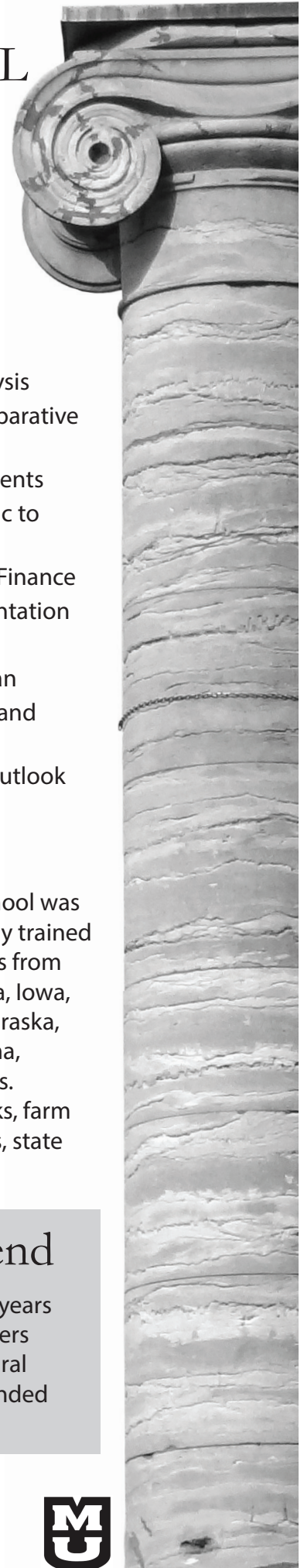
- » Introduction to Agricultural Financial Statements
- » Keys to Agricultural Credit Analysis
- » Financial Benchmarks and Comparative Data
- » Communicating with Farmer Clients
- » Practical Servicing Issues Specific to Agriculture
- » Emerging Issues in Agricultural Finance
- » Legal Review and Lien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

History

Since the Agricultural Lenders School was founded in 2000, it has successfully trained more than 450 agricultural lenders from Missouri, Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, 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.

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.







Fees

The \$1,250 registration fee includes program materials, lunches, and the Thursday night social event. Registration deadline is May 4, 2018. Two week notification is required for refunds and substitutions are welcome. Space is limited; please register early to ensure a registration.

Hotel

Hotel accommodations are not included with the event. Please visit the MU Agricultural Lenders School website for information regarding local hotel information.

Registration

-  Online: <http://agebb.missouri.edu/commag/lenderschool>
-  By Mail: Complete registration form and mail to: Agricultural Lenders School, 344 Hearn 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

Website

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

Sponsors

in cooperation with MU Conference Office



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2018 Agricultural Lenders School Registration Form

Name _____		Company _____	
Address _____		City _____	State _____ Zip _____
Email _____		Phone _____	Fax _____
Would you like a box lunch on Friday, June 8th?		Yes	No

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 _____

**Registration
Deadline is
May 4, 2018**



Cardholder Name (Print) _____

Signature of Cardholder _____

For Office Use Only:
CVENT #7WNZ5Q29TLZ

Confirmation # _____