

Mid-Market Lending 3

Progressing the Credit

Summary

This course focuses on the key skills required by a Vice President as compared to an Associate.

Participants will learn how to:

- deal with challenging negotiation issues;
- understand the sales side of a Vice President role and other products provided by the bank;
- be aware of syndication requirements and process; and
- manage deteriorating credit situations.

Participants will use coursework developed from actual transactions including business and credit analysis, cash flow forecasting and transaction structuring.



Prerequisites

Participants should have 5 - 10 years of lending experience or have completed "Mid-Market Lending 1" and "Mid-Market Lending 2", prior to taking this course.



Timing

This course requires 3 days.

Learning Topics

1. Structure and Negotiation

- ✓ Review of structuring options, including:
 - Revolver, Term Loan, ABL, Mezzanine
 - How to structure delayed draw loans
 - Regulatory and bank requirements for leveraged loans
- ✓ Review of financial covenants
- ✓ Various funding sources in capital structure
- ✓ Industry characteristics and typical covenants for different industries
- ✓ Negotiations with the client and risk

2. Other Bank Products

- ✓ Discuss transactional risk products
- ✓ Review trading products
- ✓ Review products provided by the bank (i.e. equity, public bonds, private bonds, high yield debt)

3. Lead a Deal

- ✓ Review differences between bilateral and syndicated deals
- ✓ Discuss the impact of syndication on a credit agreement
- ✓ Create a takeaway checklist for closing procedures in a syndication where the bank is lead
- ✓ Discuss responsibilities of lead/agent bank
- ✓ Best practices when negotiating with other lenders

4. Manage a Deteriorating Credit Situations

- ✓ Deal with challenging asks
- ✓ React to liquidity crises
- ✓ Review of what went wrong with deals or clients in special loans
- ✓ Discuss key requirements for successful rehabilitation in various scenarios
- ✓ Review impact of insolvency on a syndicated deal