

# Mid-Market Lending 2

## Documentation and Negotiation

### Summary

**This course focuses on preparing loan documentation to ensure the bank is protected in an event of default.**

Participants will discuss security and documentation requirements for a syndicated deal. A credit agreement will be reviewed to learn which sections are contentious and need to be negotiated.

Participants will have an opportunity to negotiate a client's request for major changes to an existing Credit Agreement.



#### Prerequisites

Participants should have a high level of familiarity with credit products prior to taking this course.



#### Timing

This course requires 16 hours.

### Learning Topics

#### 1. Types of Security

- ✓ Understand what types of security are required for different financing structures
- ✓ Review different types of security, including:
  - GSA, PPSA, Mortgages, Guarantees, PMSI, Negative Pledges
  - Guarantees
  - Ringfencing
  - Structural subordination

#### 2. Documentation

- ✓ Understand what documents are required to take security in a corporate lending transaction
- ✓ Review of key sections of a Credit Agreement, including:
  - Definitions
  - Conditions Precedent
  - Payment of Interest and Fees
  - Reps & Warranties
  - Financial Covenants
  - Security
  - Events of Default
- ✓ Identify items which are contentious and subject to negotiation

#### 3. Negotiation

- ✓ Identify business issues that need be resolved prior to involving legal counsel
- ✓ Learn how to negotiate changes to an existing Credit Agreement