

## SENIOR LENDING OFFICER ROUNDTABLES

### Why Participate in the GBA Senior Lending Officer Roundtables?

The Georgia lending market is unique and has changed dramatically during the past five years-and it is still changing. GBA is dedicated to helping member banks adapt and strengthen their lending programs as well as develop the skills of their senior lending officers. Our GBA Senior Lending Officer Roundtables provide an in-depth look at all the latest issues a senior lending officer needs to understand to cultivate new business, evaluate risk and strongly support profitability. And, the unique peer connections forged from a well-organized roundtable can be essential for bankers whose career paths are developing toward becoming our industry CEOs and other top executives. No one knows the business like another banker, and the most enlightened leaders turn to one another to share wisdom, insight and experience. Our roundtables will help leaders expand their resource pool beyond their own experiences to consider creative solutions to tough problems. That's what the GBA Senior Lending Officer Roundtables are all about.

### Roundtable Structure

Patterned after the GBA President / CEO Roundtables, each Senior Lending Officer Roundtable will include up to 15 members whose banks have little or no material competitive geographic overlaps. Groups of this size are large enough to offer diversity of opinion and experience, yet small enough to allow confidential, detailed discussions among members. The members select agenda topics and Q&A items for open discussion. The facilitator will coordinate meeting details, provide resources and handout materials and guide group discussion. GBA will organize the groups but will not be represented at the meetings.

### Your Facilitator for the Roundtable Sessions

*Paul Sims, President, Guided Solutions, Franklin, TN*

Paul Sims is president of Guided Solutions, a consulting and training firm that assists community banks with strategies to improve profitability, risk control and business development effectiveness. Before founding Guided Solutions, Sims spent 28 years in commercial banking and financial services, serving as a senior lender and chief operating officer of a community bank. He also managed asset-based lending and other specialized lending functions and served as a metropolitan-area president for a regional bank. He facilitates numerous other Senior Lender Roundtable groups around the country. Sims received his bachelor's degree from Vanderbilt University and his master's degree from the University of Chicago.

### General Information

- **Participation:** To participate in a roundtable, an individual must be senior level officer in the lending area of the institution and participation must be preapproved by his / her President / CEO.
- **Registration Price:** The registration price of \$1,200 entitles you to participate in three roundtable sessions during the year. The registration must be paid in advance of the first roundtable and is non-refundable, but substitutions are welcome. GBA will invoice your bank in the fall.
- A new member can join at any point during the year and will be invoiced on a pro-rata basis.
- **Other Expenses:** Your only other expense will be travel in conjunction with your roundtable meetings.
- **Location:**  
Roundtable 1 and 4 will be held in Macon  
Roundtable 2 and 3 will be held in Atlanta
- **Dates:**  
Roundtable 1: Tuesdays-October 25, 2016; February 7, 2017; and June 13, 2017  
Roundtable 2: Wednesdays-October 26, 2016; February 8, 2017; and June 14, 2017  
Roundtable 3: Thursdays-October 27, 2016; February 9, 2017; and June 15, 2017  
Roundtable 4: Mondays-October 24, 2016; February 6, 2017; and June 12, 2017

### Schedule:

9 a.m.	Coffee, Light Breakfast, Networking, Roundtable Convenes
Noon	Lunch
3 p.m.	Adjourn

**See reverse side for registration form**

## SENIOR LENDING OFFICER ROUNDTABLES

### How to Register

The registration price for the GBA Senior Lending Officer Roundtable is \$1,200. To register, please complete the form below and return it by email or fax to:

Alison Moreau  
Georgia Bankers Association  
50 Hurt Plaza, Suite 1050  
Atlanta, Georgia 30303  
Phone 404.420.2034 | Fax 404.522.9848  
[amoreau@gabankers.com](mailto:amoreau@gabankers.com)

#### REGISTRATION FORM: SENIOR LENDING OFFICER ROUNDTABLE

Name: \_\_\_\_\_ Nickname: \_\_\_\_\_

Title: \_\_\_\_\_

Bank: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Bank CEO: \_\_\_\_\_

CEO Signature: \_\_\_\_\_