

Northwest Regional Planning Commission

NWRPC



keeping your future as our focus



**When the Deal Goes Bad:
*Be Ready to get Wet
Without Taking a Bath***

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Objectives

- 🔍 **You will understand how documentation and details can defend or derail a collection effort**
- 🔍 **Follow through with all action perfectly and securely**
- 🔍 **The covenants, major or minor, matter**

About NWRPC and affiliates

🔍 Cover 10 counties in NW Wisconsin

🔍 Over 10,927 square miles

🔍 Approximate population 179,000

🔍 As an advocate for Northwest Wisconsin, NWRPC is a leader, a coordinator, and an advisor. This is accomplished through implementation of our core functions of planning, community development, and economic development.





Document, Document, Details...

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Documentation

- 🔍 **Application and Personal Financial Statements**
- 🔍 **Notes, Agreements and Resolutions**
- 🔍 **Deeds, Mortgages, GBSA/UCC, Assignment of Rents, Assignment of Life Insurance, etc.**
- 🔍 **Guarantees (can be a guarantee)**
- 🔍 **File in order and spell all names correctly**

Covenants: Major and Minor

- Annual Financial Reporting and Surveys
- Job Creation/Retention Surveys
- External Credit Approval
- Relocation

Case Studies

**Collection in Action:
A Loan Manager's Guide 1 ½
years in the making**

How to Get Wet without Taking a Bath (Historical Perspective)



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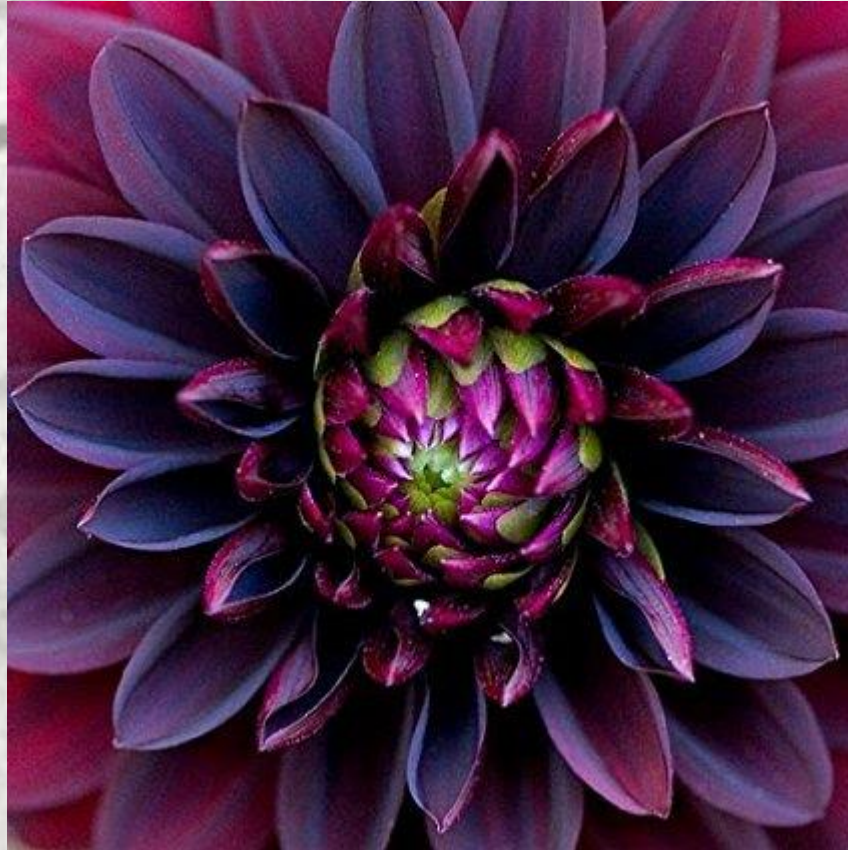
Too Many Cooks? Don't get burned! (Historical Perspective)



Political Dilemma (but with a guarantee)



A Dahlia You Can't Refuse



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Out of Gas, Not out of Order



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Thank you!

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