

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**

# The Challenge

🔍 **What has been your “Deal gone Bad?”**

# 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.**

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The background is a close-up, slightly blurred image of a document. A prominent rectangular stamp is visible, containing the text 'PASTE YOUR FINANCIAL NOTICES' in a bold, sans-serif font. The stamp is oriented diagonally across the frame. The overall tone is light and professional.

**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**



# Covenants: Minor Defaults = Cash Penalty

- 🔍 **Covenant Based Fees for Late or No action (reports, statements, etc.)**



# Case Studies

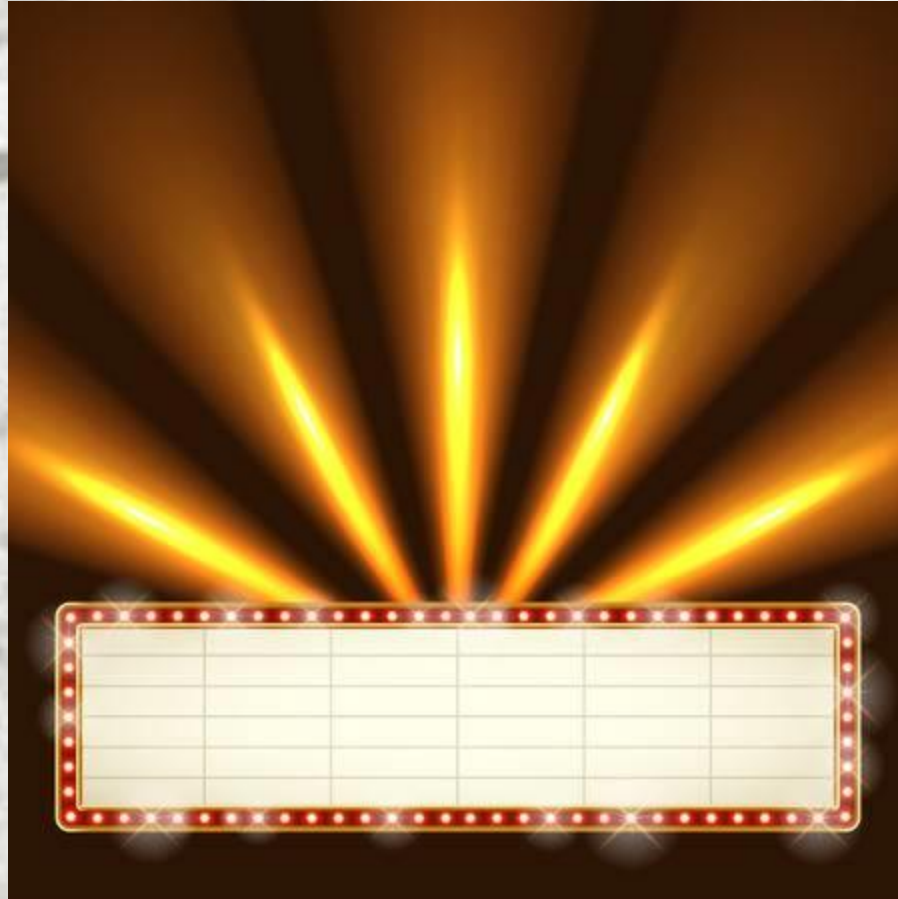
## Collection in Action: A Loan Manager's Guide 2 1/2 years in the making

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



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# A Little Light on the Subject

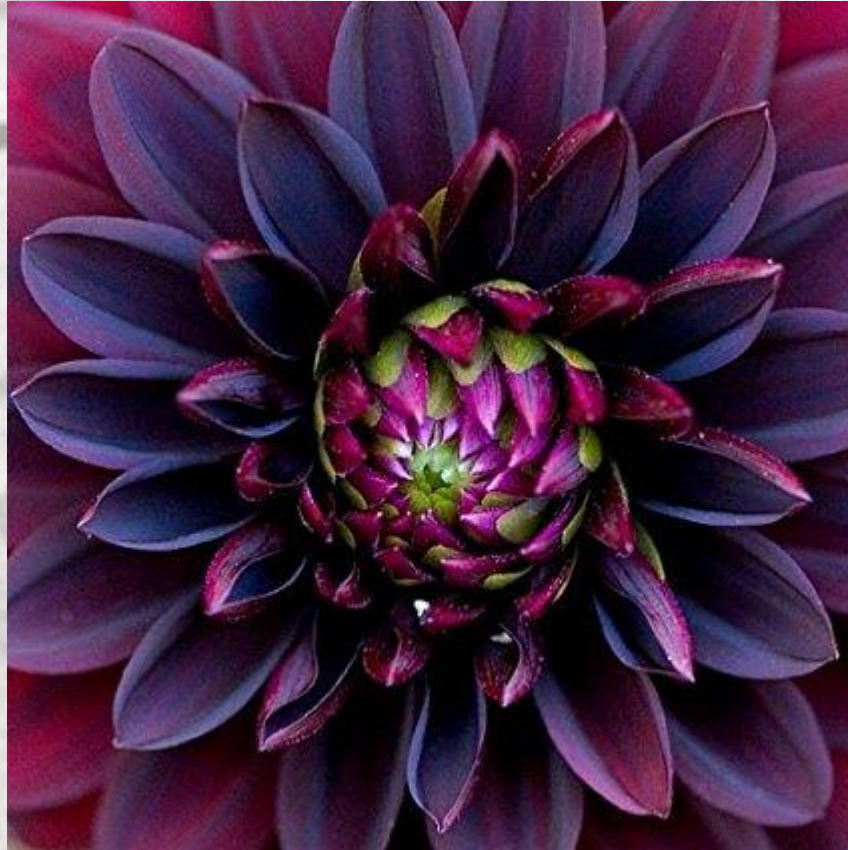


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# Political Dilemma (but with a guarantee)



# A Dahlia You Can't Refuse



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# Out of Gas, Not out of Order



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# Legal Order



- 🔍 **Small Claims or Lawyer Needed?**
- 🔍 **Judgements (Foreclosure, Replevin, Money, Summary, Satisfactions, Settlement or workout)**
- 🔍 **Is it worth it, or do you wait it out?**
  - 🔍 **Mortgage lien, write-off, costs vs benefits**

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# The Solution

🔍 **How could you have handled your “Deal gone Bad?” in a better way?**

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# Thank you!

Ken Pearson, MPSA  
Loan Fund Manager  
Northwest Wisconsin RPC  
[kpearson@nwrpc.com](mailto:kpearson@nwrpc.com)  
[www.nwrpc.com](http://www.nwrpc.com)

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