

# Handling Commercial Loans

*From loan structures to documentation and closing*

Commercial loans are a key source of working capital for businesses. Structuring, documenting, and closing a commercial loan transaction from term sheet to funding requires bank and finance lawyers to have a firm grasp of all aspects of commercial loan documentation and relevant commercial law. Hear our panel of experienced lawyers discuss these important topics in the context of today's commercial lending environment and provide an overview of the key provisions of the basic loan and security documents with an emphasis on the best practices for mitigating risks and negotiating these documents—whether as borrower's counsel or lender's counsel. Bring your questions to customize this highly focused, moderated dialogue with the experts.

## Agenda

- **Foundations of Commercial Loan Transactions:** Commercial loan deal structures; Multiple lenders
- **Closing Agendas and Getting the Deal Done**
- **Drafting the Deal Documents:** Guaranties; Recourse v. non-recourse obligations; Third-party agreements—Landlord Lien Waivers/Access Agreements and Debt Subordination Agreements
- **Real Estate Collateral Documentation:** Mortgage/Deed of Trust; Assignment of Leases and Rents; Subordination, Non-Disturbance and Attornment Agreements
- **Personal Property Collateral Documentation:** Security Agreements and perfection requirements; Special perfection issues
- **Equity Loans, Warrants and Profit Interests:** Warrant Agreements; Change in control
- **“Ask the Experts” Q&A Session**

## Faculty

Jamie N. Class, Esq., *Foley & Lardner LLP, Boston*, Chair  
Matthew P. Doring, Esq., *Nutter McClennen & Fish LLP, Boston*  
Sean W. Gilligan, Esq., *Gesmer Updegrave LLP, Boston*  
Felisa E. Sanchez, Esq., *Foley & Lardner LLP, Houston, TX*

## Dates & Location

### LIVE WEBCAST

Wednesday, May 26, 2021  
2:00 pm–5:00 pm

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2210307WBC

### REBROADCAST

Thursday, June 10, 2021  
9:00 am–12:00 noon

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2210307RBC

### REBROADCAST

Friday, June 18, 2021  
9:00 am–12:00 noon

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2210307RB1

### ON DEMAND WEBCAST

View after Friday, June 18, 2021

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2210307WBA

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