



CRA Exam Game Plan (Webinar)

June 2, 2014 ☐ 3:30pm-5:00pm

Develop a “context report” that tells your story to the examiners. Our topic for the webinar will focus on several simple steps to ensure a successful CRA exam outcome. Writing a dynamic CRA context report can show examiners not only that your bank understands the community credit needs, but that you are effectively meeting the needs in the assessment areas you serve. We will review the steps required to establish your case and demonstrate why your CRA program qualifies for a "satisfactory" or possibly an “outstanding” rating. The only way you can be sure that your performance context tells the right story is to tell the story yourself.

What You Will Learn:

- The importance of developing a CRA strategy and steps for successful implementation.
- What is included in a performance context? Learn how to describe your institution, quantify the ability and capacity of the bank to meet credit needs based on financial data and any issues that should be highlighted about a holding company, affiliate or subsidiary.
- Learn how to highlight the positive outcomes of your lending focus and business strategy.
- Tips to describe your assessment area including demographic and economic data resources.
- Best practices to deal with CRA-related complaints and potential fair lending issues that can threaten a successful exam.
- Steps for managing a CRA exam, including a review of the components of the rating process.
- Helpful CRA compliance resources and regulatory guidance.

Who Will Benefit

Compliance officers, CRA officers, marketing manager, and senior management will find this session very beneficial.

Webinar Speaker



Susan Costonis is a compliance consultant and trainer. She specializes in compliance management along with deposit and lending regulatory training. Most of her 36-year career was spent as a banker in several areas including lending, marketing, electronic banking, compliance, community reinvestment and senior management. Susan has written numerous training manuals and has successfully managed compliance programs and exams for institutions supervised by the OCC, FDIC and Federal Reserve. She is a Certified Regulatory Compliance Manager, completed the ABA Graduate Compliance School and the Graduate Banking School of the University of Colorado.



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Registration Form

Please provide a contact name and email address for each telephone connection. Make copies if more connections are needed.

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Connection 1. _____	_____
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Payment Options

- Check (Made payable to Louisiana Bankers Association)
- Visa MasterCard American Express

Registration Fee
 \$165 per connection, LBA members
 \$265 per connection, nonmembers

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- I cannot participate in the live program. Please send me the recording.
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***Recording and materials will be emailed after the program**

This training will be covered under SBET (Small Business Employee Training Program). Please provide an email address on the line below to receive the necessary documentation for reimbursement:

*** Please Note: Recordings not eligible for SBET funding.**

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Submit registration and view rosters in the Education Section of LBA's Website, www.lba.org.

Agenda

3:30 p.m. Webinar Begins
 5:00 p.m. Webinar Adjourns

Louisiana Bankers Association
 5555 Bankers Avenue
 Baton Rouge, LA 70808
 225-387-3282
 Fax 225-343-3159

Webinar access codes will be sent to registrants with confirmation emails one week prior to session.