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RMA and its Las Vegas Chapter present...

## Lending to Medical and Dental Practices

*A look at the trends affecting the future of medical and dental practices*

**May 10, 2012**  
Las Vegas, NV

### Registration Fee

Associate members: \$425  
Nonassociates from  
member institutions/pro-  
fessional members: \$460  
Nonmembers: \$695

RMA-CRC: 8 CEUs  
NASBA: 8 CPE Hours

### You will:

- Understand how the legal and organizational structures of medical and dental practices and related organizations affect the ability to extend credit.
- Understand how a practice's primary revenue sources set their rates, and how those rates can be affected in the future.
- Learn about regulations—and their inherent risks—that affect medical practices.
- Assess the management and business characteristics of practices.
- Learn about the importance of accounts receivable in the success of a medical or dental practice.
- Understand why medical and dental practices borrow.
- Learn to structure credits for these groups to mitigate risk.
- Be able to make a loan decision for a medical or dental practice.

### Course Overview

Many opportunities exist today for banks to provide services to medical and dental practices. To understand where the opportunities are, you must first understand the trends in this rapidly evolving industry. This course provides that insight.

### Who will benefit?

If you are a lender, credit officer, credit analyst, or loan review officer with little or no experience in lending to medical or dental practices, this course will give you the information you need and the confidence you want when considering a credit for these groups.

# Lending to Medical and Dental Practices

May 10, 2012 | Las Vegas, NV



Event # 302014E

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Nonassociates from member institutions/professional members: \$460

Nonmembers: \$695

## Promotional Code: CHP

Please use this marketing code when prompted during checkout when registering online, or mention it when registering by phone.

**Not an individual Associate member?** If your institution is a member, and you're not an individual Associate member, you're missing out on many benefits of membership! Become an Associate member today for just \$65/year and start paying less for most of RMA's courses and events.

Mr.  Ms.  Mrs.

First Name \_\_\_\_\_ M.I. \_\_\_\_\_ Last Name \_\_\_\_\_

Nickname (for badge) \_\_\_\_\_

Title \_\_\_\_\_

Institution \_\_\_\_\_

Mailing address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

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Please be advised that remittance of GST tax is your responsibility. RMA is not required by law to register and collect GST taxes in Canada.

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Our goal is to become your most convenient source for risk-related information services and products that are most relevant to you. If you do not wish to receive such information, please check the appropriate box(es):  Not via email  Not via fax. You may also call 800-677-7621, send an email to registrar@rmahq.org, or visit www.rmahq.org. Please note: RMA does NOT share with third parties any personally identifiable information you may provide us.

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## Cancellation Policy

Full refunds will be available on all cancellations mailed or faxed to the registrar up to 15 working days prior to the start of the event. Registrations cancelled 6–14 working days prior to the event are subject to a service fee equal to 50% of the registration fee. Registrants who cancel reservations 5 or fewer working days prior to the event will forfeit the entire fee. Registrants failing to attend the event—no-shows—will not be eligible for refunds.

**Attention Non-U.S. Customers:** If you cancel your registration with RMA and are due a refund, any foreign exchange differential between your initial payment and the refund is your responsibility.

## Five ways to register

1. By Web: Visit RMA's website at [www.rmahq.org](http://www.rmahq.org) and register online.
2. By Phone: Call 800-677-7621 and charge your registration to your credit card.
3. By Fax: Fax your registration with your credit card number and signature to RMA at 215-446-4100. Please call RMA 24 hours after faxing to confirm registration.
4. By Email: Email RMA at [registrar@rmahq.org](mailto:registrar@rmahq.org).
5. By Mail: Fill out this form and send it with your check or credit card information to RMA, Lbx 1140-PO Box 8500, Philadelphia, PA 19178-1140.

**This section must be filled out in order to properly process your registration.**

**Which best describes your job function? Please check all that apply.**

- Auditor
- CEO/President
- COO/CFO/Managing Director
- Credit Administration/Department
- Credit Policy Officer
- Government Agency
- Human Resources/Training Director
- Insurance
- Loan Review/Administration
- Nonbank/Nonfinancial
- Portfolio Management Officer
- Regulator/Examiner
- Relationship Manager/Lender
- Risk Management Officer
- Secretary/Admin. Assistant
- Securities Lending
- Securities Trader
- Senior Line Manager
- Student
- Underwriter/Analyst
- University/Librarian

**Which best describes your area of specialty? Please check all that apply.**

- Agricultural Lending
- Audit
- Commercial Banking
- Consumer/Retail Banking
- Corporate Office
- Credit Department
- Credit Risk
- Custody
- Enterprise Risk
- Finance Function
- Funds Management
- Health Care
- International/Global Banking
- Investment Banking
- IT
- Legal
- Life/Health Insurance
- Market Risk
- Nonbank/Nonfinancial Institution
- Nonprofit/University
- Operational Risk
- Operations
- P&C Insurance
- Private Banking/Wealth Management
- Real Estate Lending
- Sales and Marketing
- Securities Lending
- Securities or Fixed-Income Trading



[www.rmahq.org](http://www.rmahq.org)  
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