

Exceptional Executive Education



SWGSB
at **SMU Cox**



TexasBankers
Association

COMMERCIAL LENDING SCHOOL

April 26–May 1, 2026
at SMU Cox



Expert Training for Lenders of All Levels

The SWGSB Commercial Lending School in partnership with Texas Bankers Association is a transformative program that enables loan officers, credit analysts, credit risk professionals, portfolio managers, and commercial lenders to rise to leadership positions in banking with advanced credit training.

Designed for both new and seasoned lending professionals, the Commercial Lending School provides the necessary knowledge and skills to successfully compete in the highly competitive commercial lending space.

Learn more and secure your spot
at www.swgsb.org/cls

The Commercial Lending School Is Offered as Three Distinct Levels

LEVEL 1

An introduction to lending, focusing on the critical topics that those new to credit need to jump start their careers.

Topics Covered

- Banking, the Economy, and Credit Outlook
- Credit Culture
- Financial Statement Analysis Overview and the Importance of Cash Flow
- Evaluating the Borrower's Business Strategy
- Bank Loan Simulation
- Underwriting the Loan Request
- Developing the Credit Memo
- Influential Client Conversations
- Presentation Skills for Loan Officers
- Commercial & Industrial Lending
- Small Business Banking
- Compliance

LEVEL 2

More in-depth training on specific types of underwriting and portfolio management skills that help lenders advance into leadership positions. *Level 1 certification or demonstrable equivalent experience is required.*

Topics Covered

- Banking, the Economy, and Credit Outlook
- Bank Loan Simulation
- Credit Risk Management
- How to Craft Loan Covenants
- Is an AI Revolution Coming to Credit Risk Management?
- Lender Liability & Bankruptcy
- Global Cash Flow/Business Tax Return
- Real Estate Construction Lending
- Real Estate Valuations/Appraisal Issues
- Persuasion/Negotiation Skill Training
- Relationship Banking
- Specialized Lending: Energy, Asset-Based Lending, Agricultural Loan Participations, Opportunities, and Pitfalls
- Case Studies on Advanced Credit and Workout Credit
- Problem Loan Management/Workouts
- Stress Testing

LEADERSHIP FORUM *Coming in 2027!*

This is an executive retreat at a non-campus location designed for senior-level bankers in credit risk management. *Relevant management experience is required. Attendees do not have to complete Level 1 and Level 2 to register.*

Topics Covered

- Managing Loan Portfolios
- Building Effective Risk Strategies
- Enhancing Leadership Skills
- Problem Loan Management/Workouts
- Stress Testing





2026 Commercial Lending School Speakers



MARCI ARMSTRONG, PH.D.
*Director,
Brierley Institute for Customer
Engagement, SMU Cox*



STEVEN G. BRADSHAW
*Retired President
and CEO,
BOK Financial*



SANFORD M. BROWN, J.D.
*Partner,
Alston & Bird*



JODY CAMPBELL
*Chief Risk Officer,
Alabama Farm Credit*



MARK CASTILLO
*Partner,
Carrington Coleman*



WILLIAM T. CHITTENDEN, PH.D.
*President and CEO,
SWGSB at SMU Cox*



STEVEN DENSEN
*Adjunct Professor,
SMU Cox*



LEAH HAMILTON
*Director of
Educational Services,
Sentry Advisors*



CHRISTIE DREXLER
*President
Drexler Consulting*



MATTHEW EARL
*Principal
Reynolds Williams
Group*



JOSEPH HANSEN
*Senior Vice President
Commercial
Middle Markets,
Hillcrest Bank*



CHRIS HENKEL
*CRE Lender Services
& Risk Analytics
Costar Group*



JEFFERY JOHNSON
*President and Senior
Consultant, Bankers-
Insight Group*



DAVID L. KEMP
*President
Bankers
Management, Inc.*



MIKE MAULDIN
*F. Scott Dueser
Director of the Excellence
in Banking program,
Rawls College of Business,
Texas Tech University*



MERRILL J. REYNOLDS JR.
*Managing Director of
Executive Education
SWGSB at SMU Cox*



JASON RIFE
*Professor of Practice
in Management and
Organizations
SMU Cox*



DAVID RUFFIN
*Principal
IntelliCredit*



EDMOND J. SEIFRIED, PH.D.
*Chief Economist
SWGSB at SMU Cox*



WALTER SMITH
*Independent
Banking Consultant*



CHRIS L. WHIGHAM
*CEO and Bank
President
West Texas National
Bank*



TIM TIVIS
*Founder and CEO
Pinnacle Training
Group*



TRENT TOMLIN
*President, Tomlin
Advisory Group, LLC
Strategic Partner,
Trinity Investors*



**BRANDEY
WIMBERLEY-ORSAG**
*Executive Vice President,
Chief Lending Officer
Jefferson Bank*

REGISTER TODAY!

April 26–May 1, 2026

\$2,995/attendee

Fees include tuition, instructional materials, and some meals. To register, visit swgsb.org/cls and use the **REGISTER NOW** link.

Cancellation Policy: All refunds are subject to a nonrefundable \$495 registration fee. Cancellations must be in writing. Full refunds (less the nonrefundable \$495 registration fee) will be issued for cancellations made at least 30 days prior to the program's start date of April 26, 2026. No refunds will be issued for cancellations made after March 26, 2026. There are no transfers of funds to other SWGSB programs. Substitutions can be made 30 days in advance. For more information regarding payment and refund policies, please contact SWGSB Chief Operating Officer and Managing Director David Davis at 214-768-2991.



BOOK YOUR ROOM EARLY

The Beeman Hotel

6070 N. U.S. 75/North Central Expressway, Dallas, Texas 75206

(214) 750-6060

A discounted group rate is available at the hotel. For the group rate, reference SWGSB Commercial Lending School. Or visit swgsb.org/cls and use the **RESERVE YOUR ROOM** link.



For CPE Credit—**FIELD OF STUDY:** Specialized Knowledge **PREREQUISITES:** A financial institution employee with an interest in commercial lending. **PROGRAM LEVEL:** Industry Update **DELIVERY METHOD:** Group/Live **CPE CREDIT HOURS:** Each in-person session qualifies for a maximum of 44 CPE credit hours. **SW Graduate School of Banking (SWGSB)** is registered with the National Association of State Boards of Accountancy (NASBA) as a continuing professional education (CPE) sponsor on the National Registry of CPE Sponsors. Learn more at swgsb.org/cls. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors at NASBAregistry.org. SMU, SWGSB, and the Texas Bankers Association do not discriminate based on race, color, national or ethnic origin, sex, sexual orientation, age, or disability. For information on policies, complaints, and refunds, call 214-768-2991.

EXCEPTIONAL EDUCATION for BANKING LEADERS

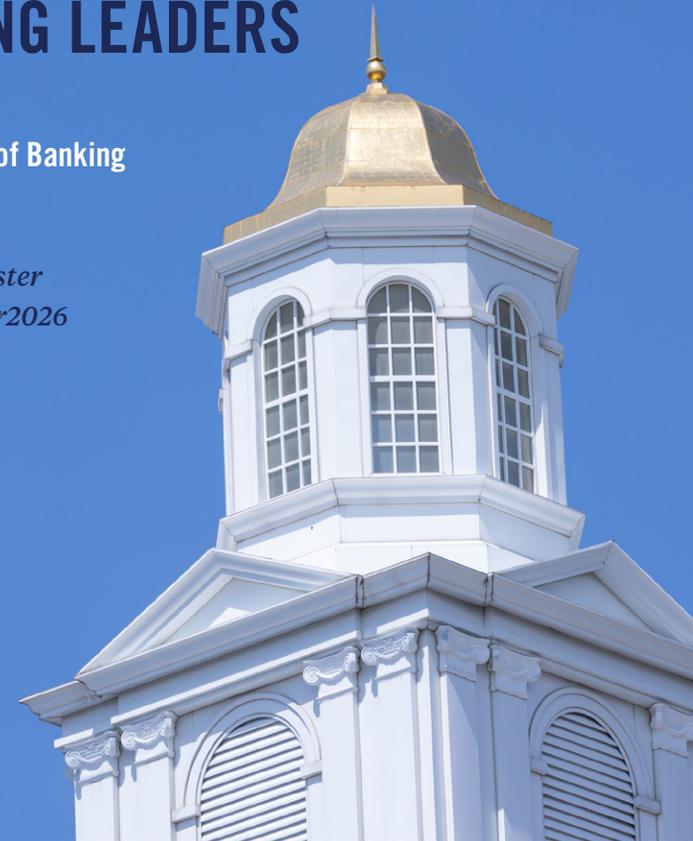
MAY 26–JUNE 5, 2026

SW Graduate School of Banking
at SMU Cox

Learn more and register
at swgsb.org/summer2026



SWGSB
at SMU Cox



*Save the Date and register for the
Commercial Lending School
April 26–May 1, 2026*



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“Texas Bankers Association has a long, rich history with the SW Graduate School of Banking at SMU Cox dating back to the school’s founding in 1957. We’re redoubling our commitment to the future of Texas banking with this partnership to deliver America’s premier lending school experience.”

**CHRIS FURLOW, PRESIDENT AND CEO
TEXAS BANKERS ASSOCIATION**

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