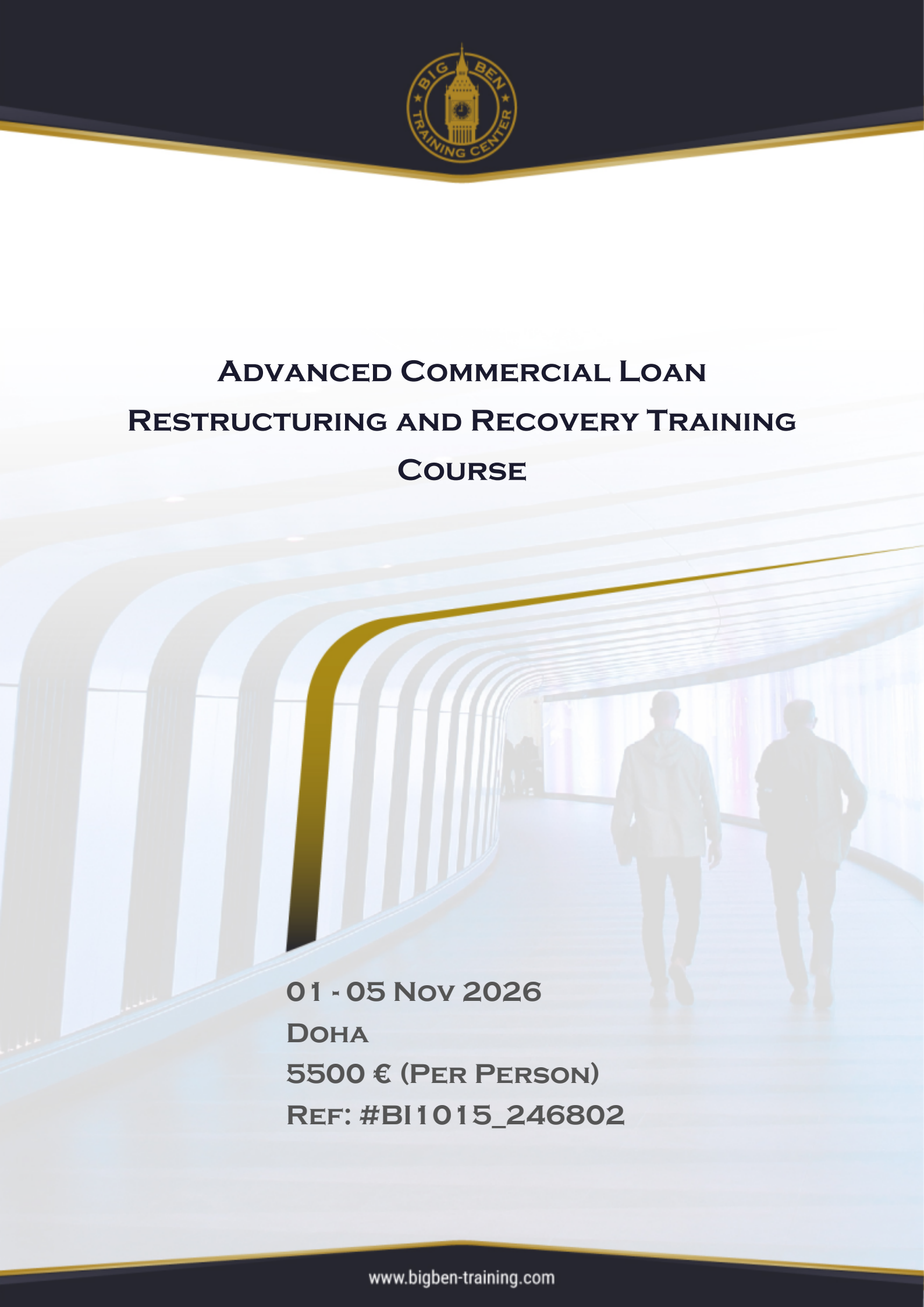
Advanced Commercial Loan Restructuring and Recovery Training Course



01 - 05 Nov 2026

Doha

5500 € (Per Person)

Ref: #BI1015_246802

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the critical processes involved in managing, restructuring, and recovering commercial loans in today's complex financial landscape. The curriculum is designed to move beyond theoretical knowledge, offering practical strategies for identifying early warning signs of loan distress, conducting thorough viability assessments, and developing effective workout plans. As highlighted by the pioneering work of financial expert Edward Altman, particularly his Z-score model for predicting corporate bankruptcy, proactive and data-driven credit risk management is paramount. This course delves into such analytical tools and frameworks, equipping participants with the skills to navigate the intricate legal and regulatory environments governing debt recovery. Participants will learn to master negotiation tactics, structure viable forbearance and modification agreements, and manage the entire recovery lifecycle, from initial assessment to final asset disposition. BIG BEN Training Center has developed this program to empower financial professionals to protect their institution's assets while fostering potential for borrower recovery, ultimately minimizing losses and stabilizing loan portfolios in a volatile economic climate.

Target Audience / This training course is suitable for:

- Commercial Loan Officers.
- Credit Analysts and Managers.
- Risk Management Professionals.
- Special Asset and Loan Workout Specialists.
- Collection and Recovery Managers.
- Corporate Bankers and Relationship Managers.
- Legal Counsel and Compliance Officers within financial institutions.
- Portfolio Managers.
- Financial Controllers and Treasury Managers.
- In-house Legal Professionals.

Target Sectors and Industries:

- Commercial and Investment Banking.
- Credit Unions and Community Banks.
- Private Equity and Venture Capital Firms.
- Asset Management Companies.
- Real Estate Investment and Development Firms.
- Corporate Finance and Treasury Divisions.
- Governmental financial agencies and regulatory bodies.
- Insurance Companies.
- Leasing and Asset Finance Companies.

Target Organizations Departments:

- Credit and Lending Department.
- Risk Management Department.
- Special Assets and Loan Recovery Department.
- Legal and Compliance Department.
- Corporate and Commercial Banking Division.
- Internal Audit Department.
- Portfolio Management Department.
- Finance and Treasury Department.

Course Offerings:

By the end of this course, the participants will have able to:

- Identify early warning signs of commercial loan defaults and credit deterioration.
- Conduct comprehensive financial analysis and business viability assessments for distressed borrowers.
- Develop and implement strategic loan restructuring and workout plans.
- Master negotiation techniques for reaching mutually agreeable terms with borrowers.
- Understand the legal and regulatory framework governing loan recovery and bankruptcy.
- Effectively manage and value collateral to mitigate potential losses.
- Execute various recovery strategies, including asset liquidation and litigation management.
- Analyze and structure complex forbearance and loan modification agreements.
- Evaluate lender liability risks and implement mitigation strategies.
- Manage a portfolio of non-performing loans to maximize recovery outcomes.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply the learned concepts in their professional roles. This course moves beyond traditional lectures by integrating a blended learning approach that emphasizes experiential learning. A cornerstone of the program is the extensive use of real-world case studies, allowing participants to analyze complex loan workout scenarios, debate strategic options, and develop viable solutions in a controlled environment. Interactive group discussions and workshops will facilitate peer-to-peer learning and the exchange of diverse perspectives on recovery challenges. Role-playing exercises will be utilized to simulate borrower negotiations, helping participants refine their communication, persuasion, and conflict-resolution skills. The training will be led by experienced industry practitioners who will share their firsthand knowledge and practical insights. Continuous feedback and guided practice are embedded throughout the sessions to reinforce learning and build confidence in applying advanced loan restructuring and recovery techniques.

Course Agenda (Course Units):

Unit One: Foundations of Commercial Credit Distress

- The Credit Cycle and its Impact on Loan Portfolios.
- Identifying Early Warning Signs of Borrower Financial Distress.
- Loan Classification Systems and Non-Performing Loan (NPL) Metrics.
- Regulatory Frameworks for Troubled Debt Restructuring.
- Introduction to Key Performance Indicators for Distressed Assets.
- The Role of the Special Assets or Workout Department.
- Initial Assessment and Triage of Problem Loans.

Unit Two: Financial Analysis and Viability Assessment

- Advanced Financial Statement Analysis for Distressed Companies.
- Cash Flow Forecasting and Sensitivity Analysis.
- Conducting a Thorough Business Viability Assessment.
- Collateral Evaluation, Valuation Methods, and Perfection of Liens.
- Understanding and Applying the Altman Z-score and other predictive models.
- Assessing Management Competence and Industry Risks.
- Developing a Comprehensive Risk Mitigation Report.

Unit Three: Strategic Loan Restructuring and Workout Solutions

- Developing a Coherent Loan Workout Strategy.
- Forbearance Agreements and Standstill Arrangements.
- Techniques for Loan Modification and Covenant Resets.
- Exploring Debt-for-Equity Swaps and Other Restructuring Tools.
- Negotiation Strategies and Tactics for Lenders.
- Documenting the Restructuring Agreement and Key Legal Clauses.
- Managing Stakeholder Communication during Restructuring.

Unit Four: Legal Framework for Debt Recovery and Bankruptcy

- Overview of Bankruptcy Law and its Implications for Lenders.
- Understanding Chapter 11 Reorganization vs. Chapter 7 Liquidation.
- The Foreclosure Process for Real and Personal Property.
- Lender Liability Risks and How to Avoid Them.
- Navigating Inter-creditor Agreements and Subordination Issues.
- The Role of Receiverships and Assignments for the Benefit of Creditors.
- Legal Remedies and Enforcement Actions Available to Lenders.

Unit Five: Advanced Recovery, Asset Management, and Disposition

- Strategies for Managing and Disposing of Real Estate Owned (REO).
- Asset Liquidation Strategies for Maximizing Recovery Value.
- Managing the Litigation Process in Loan Recovery.
- Portfolio Management Techniques for Non-Performing Loans.
- Accounting and Reporting for Troubled Debt.
- Ethical Considerations in Loan Recovery and Restructuring.
- Case Study Workshop: From Initial Distress to Final Resolution.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In a volatile economic environment, how can financial institutions balance the fiduciary duty to recover assets with the ethical responsibility to support viable businesses through restructuring, and what are the long-term implications of this balance for the broader economy?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself through a deeply practical and strategic focus that transcends standard theoretical overviews of loan recovery. While other programs may concentrate solely on the procedural aspects of collections, this curriculum emphasizes the critical thinking and decision-making skills required to manage complex commercial loan workouts from a holistic perspective. We integrate financial analysis, strategic negotiation, and legal acumen into a cohesive framework, mirroring the multifaceted challenges professionals face. The extensive use of dynamic case studies, drawn from contemporary market scenarios, ensures that learning is not passive but an active process of problem-solving and strategy formulation. Furthermore, the course places significant emphasis on the art of negotiation and stakeholder management, recognizing that successful restructuring often hinges on communication and relationship-building as much as on financial modeling. By focusing on the "why" behind each strategy, not just the "how," participants gain a more profound and adaptable skill set, preparing them to craft innovative and sustainable recovery solutions rather than merely following a procedural checklist.