

Seminar 9/28/04 #OCC8779-0

The OCC's Web and Telephone Seminar  
**Financing Minority Businesses**

## Registration Form:

Registrant name \_\_\_\_\_  
Title \_\_\_\_\_  
Bank/company \_\_\_\_\_  
Charter number \_\_\_\_\_  
Street address \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone number \_\_\_\_\_  
Fax number \_\_\_\_\_  
E-mail address \_\_\_\_\_

Please check here if you are unable to receive your materials via the Internet. We will ship a hard copy to you. (To receive via the Internet, you will need Acrobat Reader, available free at [www.adobe.com](http://www.adobe.com).)

**Site registration and one set of written materials.**

- National banks: \$115  
 Others: \$150

**Check method of payment:**

- Check made payable to KRM  
 American Express  
 Visa  
 MasterCard  
 Discover Card

Card number: \_\_\_\_\_

Expiration date: \_\_\_\_\_

Signature: \_\_\_\_\_

*Registrations after 9/15/04, please add \$8 for expedited handling.*

Total payment: \_\_\_\_\_



Comptroller of the Currency  
Administrator of National Banks

A WEB AND TELEPHONE SEMINAR

# Financing Minority Businesses

## Who should participate?

The topic for this Web and telephone seminar will be of particular interest to:

- Senior bank management and directors
- Senior credit and loan officers
- CRA and compliance officers

## Price:

Participation is \$115 per connection for each national bank listening site and \$150 per connection for each non-national bank listening site.

## Questions for speakers?

If you would like to submit questions to the speakers in advance, please e-mail your questions to [OCCTeleSeminar@occ.treas.gov](mailto:OCCTeleSeminar@occ.treas.gov).



**Tuesday, September 28, 2004**

2:00 — 3:30 p.m. EDT

— CONVENIENT —  
— INFORMATIVE —  
— COST-EFFECTIVE —

## What is a Web & telephone seminar?

This 90-minute Web and telephone seminar allows an unlimited number of people to listen to OCC experts and to discuss with them their experiences and policy imperatives over individual telephones or with colleagues on speakerphones. The experts' interaction with you, the listener, will make the program a valuable learning experience. And, you can ask questions from wherever you are, online or on the telephone.

There is no rush-hour traffic, no parking, no travel time or expenses. You can remain in the office and share information with a large group of colleagues for one price per site. A moderator guides the presentation and the open forum. Accessing the automated slide show is as easy as clicking on a Web link.



Welcome by  
John D. Hawke, Jr.  
Comptroller of the Currency

## Participants will learn the following:

- How to find new lending opportunities in the fast-growing minority business sector that can increase interest income, enhance credit quality, and receive positive CRA consideration.
- Strategic retail and cultural approaches to financing minority business entrepreneurs.
- How to leverage bank capital for increased credit and investment opportunities in the minority business sector.
- Regulatory and business advantages of participation in loan guarantee programs to increase credit availability.

## This Web and telephone seminar will feature:

- How to enhance your bank's competitive position by using proven affirmative marketing techniques:
  - SBA's guaranteed loans and venture capital investment programs.
  - Partnerships with technical assistance providers and mezzanine financiers.
- How minority business activity fits into CRA reporting and performance:
  - Special purpose credit programs and "self-testing" option under Reg. B.
- Where to find additional resources for credit and investment activities in the minority business sector.

## Seminar panel:



Barry Wides  
Acting Deputy Comptroller  
OCC Community Affairs



Ramón Cepeda  
First Vice President  
LaSalle Bank, N.A.



Jean Wojtowicz  
President  
Cambridge Capital Management Corp.



Calvin Hagins  
Senior Advisor  
OCC Compliance Department

## How to register:

Those wishing to attend the seminar may register by:

- **Completing and sending the online registration form at [www.occ.treas.gov/bankereducation.htm](http://www.occ.treas.gov/bankereducation.htm);**

- **Calling 1 (800) 775-7654 between the hours of 7 a.m. and 5 p.m. CDT and providing registration information;**
- **Faxing the form to 1 (800) 676-0734;**
- **Mailing the registration form to KRM Information Services, P.O. Box 1187, Eau Claire, WI 54702-1187.**

***Registrants receive a special toll-free number and a PIN number for entrance to the telephone seminar. Each will receive written materials prior to the call via the Internet or direct mail.***