

FIBA REGIONAL WORKSHOPS 2018

As a Partner of FIBA, the trade body for finance professionals, we would really like you to be part of our recently announced 2018 regional events programme for FIBA members and intermediaries across the UK.

The first of three rounds of events is scheduled to take place in April and the full list of locations can be seen below. Additional detail can be found on our website www.fiba.org.uk on our Regional Events Programme page.

Tue 10 April	Manchester	Hallmark Hotel – Manchester Airport
Wed 11 April	Leicester	Jurys Inn – Hinckley Island
Thur 12 April	North London	Village Hotel – London Watford
Tue 5 June	Leeds	Village Hotel Club – Leeds South
Wed 6 June	Birmingham	Forest of Arden Marriott Hotel and Country Club
Fri 8 June	Cardiff	Hodge Bank – Cardiff
Tue 25 September	Glasgow	Hampden Park
Wed 26 September	Nottingham	Village Hotel – Nottingham
Thur 27 September	Gatwick	Crowne Plaza – Gatwick/Crawley

The format of the day will be based around the outline agenda below, and partners are invited to take part at a cost of £950 +VAT per event.

The new FIBA Live Deal Room

The deal room format will invite brokers to pitch real cases to individual Lender Partner panel members and obtain a view as if from a credit committee. This can then lead on to a discussion regarding what is expected of the broker when placing the case, what the key challenges are to the deal and how to find the best route to drawdown.

Lenders will be able to:

- Demonstrate clearly to the audience of brokers what works for you as a Lender and what does not
- Show those brokers how you would want to see a case presented, giving them an understanding of different funding model appetites and constraints, as well as the risk curve and the management of expectations involved in the case.

We are also considering the possibility – where deal particulars become available – of having these on screen and shown in real time.

Planned agenda:

- **Arrival networking session during registration and refreshments for 30 minutes**
- **Post initial welcome, an introduction by an appropriate senior person from within the local business community**
- **Five different type of sponsors – where possible both Lender and Professional Partners**
- **A tried and tested round table presentation/discussion format with 20 minute sessions which can include the Live Deal Room concept**
 - Sponsors are each given a table to host
 - Hosts rotate every 20 minutes
 - Meet 8-10 brokers per table
 - Layout of tables – 6 x rounds with specific seating arranged to maximise networking potential
- **Lunch and networking after round table sessions for 90 minutes**