



INSTRUCTOR

Lisa Davidson McKinnon
Framingham, Massachusetts

McKinnon has over 25 years in commercial banking, primarily focused on the health care industry. She is presently senior credit officer for TD Bank, responsible for healthcare, education, and general not-for-profit credits in New England. Prior to joining TD Bank, she was responsible for the corporate-wide healthcare initiatives at three institutions: First American National Bank (now RegionsBank), Michigan National Bank (now Bank of America), and Citizens Bank (MI). In each case, McKinnon developed healthcare underwriting guidelines and directed the delivery of all credit and non-credit products and services to healthcare providers throughout each institution's footprint.

McKinnon was one of the original steering committee members of RMA's annual Health Care Conference (now the Health Care Lending Forum), and chaired the third such Conference in 1999. She currently teaches *Lending to Medical Practices* and *Lending to the Long-Term Care Industry*, and recently revised the latter course for RMA.

McKinnon received a B.A. in Economics and Business Administration from Vanderbilt University and an M.B.A. in Finance from Vanderbilt's Owen Graduate School of Management.