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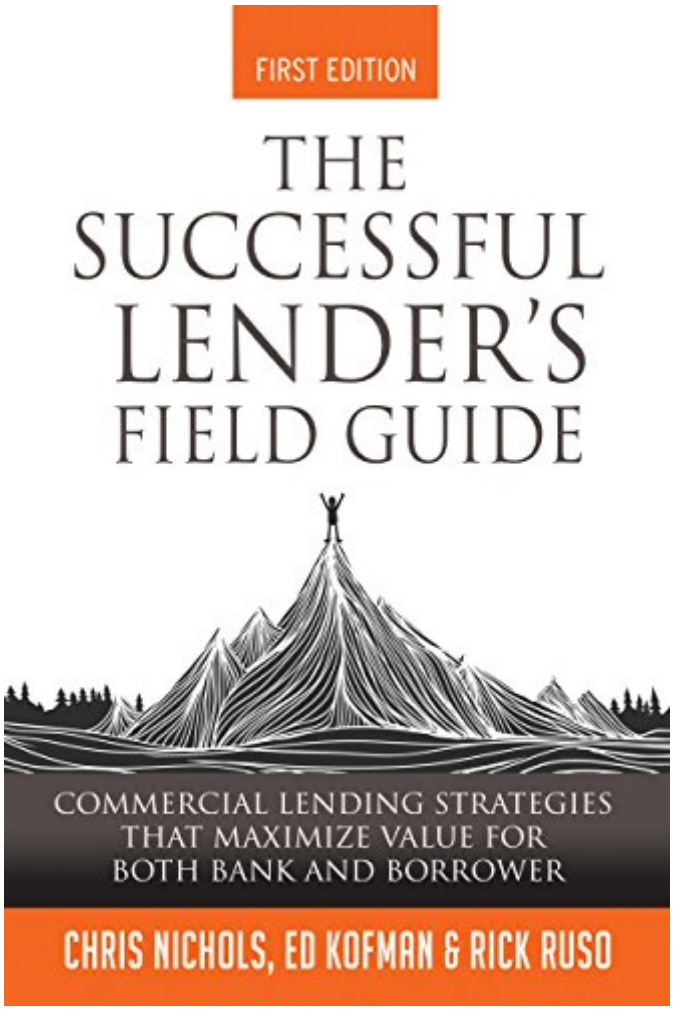

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Synopsis

The commercial lending environment is more competitive than ever With interest rates at challenging levels, loan assets provide the most effective way to bolster shareholder value for a bank. As a result, the margin for error in structuring is extremely narrow. While lenders are taught credit fundamentals, little information is provided that quantifies the structural drivers of performance and the finer points of commercial lending business development. This Field Guide targets commercial lenders and bank business development officers seeking new and innovative lending techniques, with the intent of maximizing value for both the bank and borrower.

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Customer Reviews

There is a lack of content out there to help lenders. This is one of the few books that I have found that condenses the most important information in one spot. Where was this book when I was starting out? A quick read and can save any new banker time learning the tricks that it took me years to acquire.

Great book for any lender to read. These guys present a great approach to lending that anyone can

understand and use in today's business world.

I found this book informative, insightful and a good reference for bankers. A must read for every lender. I am buying copies for my colleagues.

As a member of this industry, I found this book to be extremely insightful and full of lessons that can be applied to those in the commercial lending field. It is a true took for bankers,

I'm in the lending business, and thought I knew everything there was to know, until spending time with Mr. Nichols book!A+ on positive quality information

Full of great insights and ideas. Found it to be a great value. Obviously the author has been in the business a while and has a superb understanding of the topic

More philosophical than the hands-on approach I need for training community bank lenders.

Packed with information and know how. Well presented. Very readable. I highly recommend this book.

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