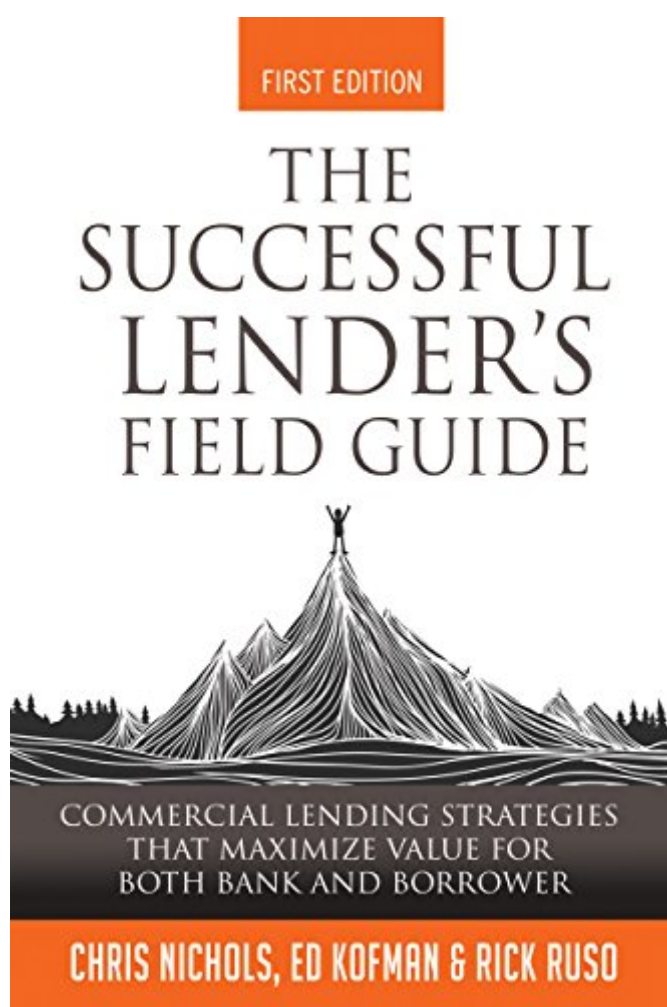


The book was found

The Successful Lender's Field Guide: Commercial Lending Strategies That Maximize Value For Both Bank And Borrower (Banking Guides Book 1)



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.

Book Information

File Size: 7306 KB

Print Length: 169 pages

Publication Date: May 22, 2017

Sold by: Amazon Digital Services LLC

Language: English

ASIN: B072F6MRGX

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #78,477 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #31

in Kindle Store > Kindle eBooks > Business & Money > Industries > Banks & Banking #35

in Kindle Books > Business & Money > Industries > Financial Services #108 in Kindle Books > Business & Money > Economics > Banks & Banking

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 tool 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.

[Download to continue reading...](#)

The Successful Lender's Field Guide: Commercial Lending Strategies That Maximize Value For Both Bank and Borrower (Banking Guides Book 1) The Successful Lender's Field Guide: Commercial Lending Strategies That Maximize Value For Both Bank and Borrower (Banking Guides) Emerging Market Bank Lending and Credit Risk Control: Evolving Strategies to Mitigate Credit Risk, Optimize Lending Portfolios, and Check Delinquent Loans Foundations of Banking Risk: An Overview of Banking, Banking Risks, and Risk-Based Banking Regulation Kindle Owners Lending Library: Get Free Books, Movies and TV Shows with your Kindle and Prime Membership (Kindle Owners Lending Library & Prime) The Value of Debt: How to Manage Both Sides of a Balance Sheet to Maximize Wealth The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate Value First then Price: Quantifying value in Business to Business markets from the perspective of both buyers and sellers How to Become a Successful Commercial Model: The Complete Commercial Modeling Handbook Successful Business Plan: Secrets & Strategies (Successful Business Plan Secrets and Strategies) Lender Force-Placed Insurance Practices: A

Guide for Plaintiff, Defense, Insurance and Corporate Counseling and Litigating Claims and Defenses Paleo Recipes: Paleo Recipes for Beginners: 30 Amazing Recipes to Maximize Health (Caveman Diet, Maximize Health, Grain Free, Wheat Free, Dairy Free, Real Food, Detox Recipes, Antioxidants) Study Guide for The Economics of Money, Banking, and Financial Markets and The Economics of Money, Banking, and Financial Markets Business School Edition Forex: Using Fundamental Analysis & Fundamental Trading Techniques to maximize your Gains. (Forex, Forex Trading, Forex Strategy, Forex Trading Strategies, ... Forex Trading Books, Trading Strategies) Islamic Banking and Finance: Introduction to Islamic Banking and Finance, Case Studies and Workbook, 3 Volume Set Borrower of the Night (The First Vicky Bliss Mystery) Borrower of the Night (The First Vicky Bliss Mystery)(Library Edition) (Vicky Bliss Mysteries (Audio)) Stellwagen Bank: A Guide to the Whales, Sea Birds, and Marine Life of the Stellwagen Bank National Marine Sanctuary Kindle Unlimited Vs Lending Library For Prime Members: What You MUST Know To Get The Best Deal: A Book Lover's Guide To Choosing The Best Service (Consumer Quick Guides) The Islamic Banking and Finance Workbook: Step-by-Step Exercises to help you Master the Fundamentals of Islamic Banking and Finance

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)