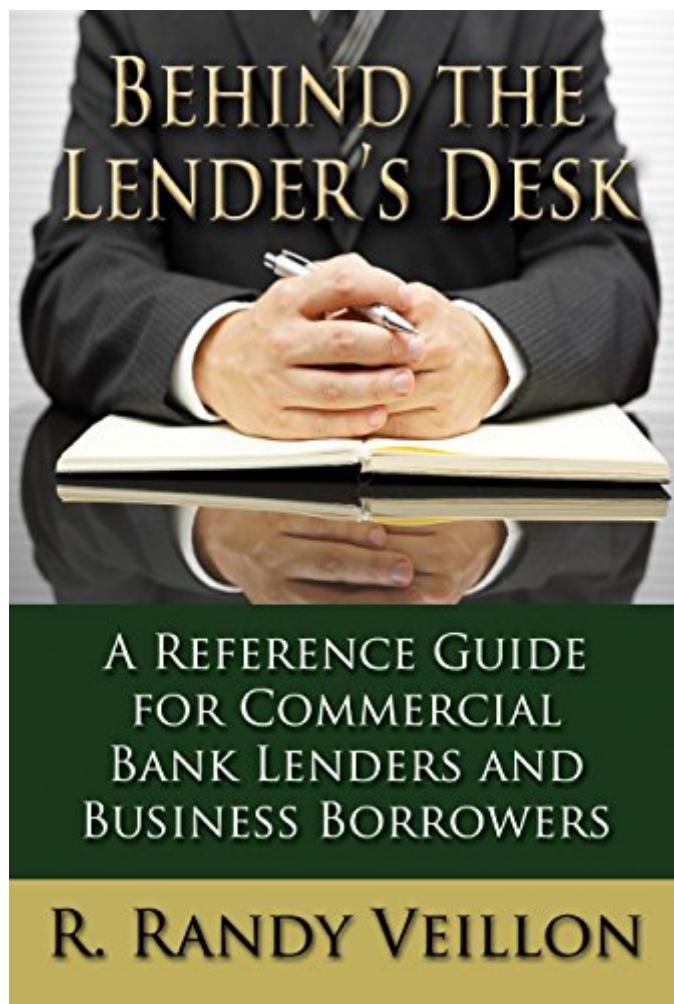


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# Behind The Lender's Desk: A Reference Guide For Commercial Bank Lenders And Business Borrowers



## **Synopsis**

This book wields concise, helpful coaching nudges, as well as Veillonâ™s own considerable focused lending experience and insightful expertise to guide both lenders and applicants toward making better loans, learning how lending is supposed to work in todayâ™s increasingly tough banking conditions, and why. This edition includes a concise history of US lending that sums up the current lending conditions lenders and applicants face, as well as numerous brief, easy-to-understand loan case examples with quick questions to help the reader understand what makes a business loan application bankable. Includes a concise history of US lending conditions lenders and applicants face, as well as numerous brief, easy-to-understand loan case examples with quick questions to help the reader understand what makes a business loan application bankable.

## **Book Information**

File Size: 2072 KB

Print Length: 90 pages

Publisher: Parker House Publishing (February 20, 2016)

Publication Date: February 20, 2016

Sold by:Â Digital Services LLC

Language: English

ASIN: B01C12HXHC

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #166,164 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #20 inÂ Kindle Store > Kindle eBooks > Business & Money > Real Estate > Mortgages #50 inÂ Books > Business & Money > Real Estate > Mortgages #94 inÂ Kindle Store > Kindle eBooks > Business & Money > Real Estate > Investments

## **Customer Reviews**

Insightful and well written. I was a small business lender for a number of years and now teach in a business school. This book presents a comprehensive insider's perspective on the lending industry and clearly communicates the critical things that both lenders and borrowers need to know to equip

themselves for the lending process. The best part is that this done through a series of accessible yet real world anecdotes taken from the author's extensive personal experience. Great book.

Great information for those considering any type of commercial loan! The years of experience of the author comes through for both sides of the process! A must read.

An exceptional tool/reference guide for all involved in finance!! Very helpful to both, lenders AND borrowers.

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