Commercial Lending

A Decision Tree Approach, Part 2
Section 1: Qualitative Analysis and Determining a Credit Risk Rating

Chapter 1: The Commercial Lending Process and Initial Business Development Calls
Chapter 2: Credit Investigation and Assessing Industry, Market, and Management Risk
Chapter 3: Loan Policies and Procedure, including Credit Risk Ratings

Section 2: Loan Structuring, Documentation, Pricing and Problem Loans

Chapter 4: Commercial Loan Structuring
Chapter 5: Identifying Viable Secondary and Tertiary Sources of Repayment
Chapter 6: Key Documents, Loan Agreements and Covenants
Chapter 7: Loan Pricing and Negotiating
Chapter 8: Problem Loans
Chapter 9: Loan Packages and Credit Write-Ups