

How to Use This Book

Pratt's Commercial Lending Question & Answer Book answers questions about commercial loan transactions and the legal and regulatory requirements that apply. It covers questions a lending officer might have during each stage of the commercial lending process.

There are literally hundreds of questions that may arise during this process, and many lenders have no one to rely on for day-to-day advice. Outside counsel can be costly, and many banks do not have in-house counsel. This book is full of legal language that should be included in bank documents, such as loan agreements and security agreements. Recognizing the need for guidance in this area, we compiled all the questions—and their answers—that come up routinely. It's like having an attorney walk you through the loan process.

This book's unique organization and format is designed with the lending officer in mind. We have organized the questions and answers according to the process you follow to extend a commercial loan—from analyzing credit issues, to documenting, maintaining, and monitoring the loan, through restructuring or renewing the loan. We answer your problem loan questions too.

We have designed this book to be used every day. The question and answer format allows you to find specific information quickly. There is no unnecessary legal or regulatory language or theory—just straightforward advice on how to do your job.

As laws and regulations change, new questions will crop up. In our updates, we will add these new questions and answer them in clear, plain English. *Pratt's Commercial Lending Question & Answer Book* is a comprehensive resource of the most commonly asked questions.