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Dear Valued Customer,

The creative and largely unregulated real estate financing methods are principally responsible for the economic upheavals we have been experiencing and have contributed to unsustainable price appreciation. In this update of *Guide to Commercial Banking Law*, we discuss the important points that all lenders should remember to mitigate problems with loan documents and the increasing number of regulatory issues that have resulted from the economic crisis. We include new discussions on the following:

- *Loan documentation.* Updated information and emphasis regarding enforceable documents such as resolutions, options, commitment letters, representations, covenants, letters of credit applications, and reimbursement agreements are presented in Chapters 8, 11, 14A, 15A, 16, 18, and 26.
- Chapter 27 has been updated with new material on the following issues:
 - *Financial reform.* We're all riding the waves of the consequences of reckless spending, lending, and policies.
 - *Credit tightening.* Office of the Comptroller of the Currency released its annual Survey of Credit Underwriting Practices.
 - *Homeowner Affordability and Stability Plan.* This plan is a comprehensive and broad loan modification initiative and the author supplies discussion of the highlights of the plan.
 - *Helping Families Save Their Homes Act.* We include discussion of the highlights.
 - *Regulators address foreclosure prevention.* Banks, service providers, mortgage lenders, consumers, and the government all reap major benefits when a foreclosure is prevented and a loan can be worked out instead.
 - *Commercial loan losses.* Lack of access to capital and continued write-offs could result in huge losses.
 - *Outsourcing failures.* Surveys reflect that manufacturers have been experiencing additional costs of outsourcing.

Our goal is to make *Guide to Commercial Banking Law* your go-to source for commercial lending. If you have any suggestions regarding this manual, please let us know! You can call our customer service representatives at 1-800-456-2340 if you have any questions regarding any of our products.

Sincerely,

Linda Ofshe
Editor