

MEMORANDUM

To: Our Valued Customers
From: Sheshunoff Information Services
Subject: Highlights

Thank you for purchasing *Commercial Loan Review and Audit Manual*. Your bank's loan review department is uniquely placed to add value to a banking organization in a way that is too rarely utilized. Loan review is a very important source of information. Turning that information into both immediate and long-term value to the bank can be a real challenge. Credit decisions that are sound at the time of origination can be undermined over time by both internal factors within the bank's control and by external factors such as national or local economic or environmental conditions. The *Commercial Loan Review and Audit Manual* is designed to help you identify, monitor, and control risks to reduce commercial loan losses and will enable you to take prompt corrective action before the safety and soundness of the loan portfolio becomes a serious issue. *Commercial Loan Review and Audit Manual* is a comprehensive resource providing effective loan review and credit review processes, complete with checklists, forms, and useful exhibits, to help your loan review department realize its full potential.

This manual and CD help you develop and maintain a comprehensive loan review process — the most effective and reliable tool available for the early identification of risk. This streamlined process will help you to provide candid feedback on the loan portfolio and enables senior management and the board to act on corrective plans before the regulators examine the portfolio and point out exceptions, violations, and other potential problems. This manual will serve as the primary reference for loan officers, internal auditors, compliance officers, management, board members, and particularly members of the audit committee.

