



J.R. Bruno
& ASSOCIATES



Consultants to the Business Lending Community
SBA and MBL Specialist

OUTSOURCE COLLABORATOR

Business Lending News

YOU'VE INHERITED AN SBA PORTFOLIO WITH SPECIAL ASSET LOANS. WHAT DO YOU DO? WHERE DO YOU BEGIN?

Special Asset Loan: It sounds like a good thing, but it's not. As a business lender, you know that "Special Asset" is the term given a loan that is no longer performing and requires special attention. And your financial institution has just inherited an SBA portfolio with a bunch of them. What to do now?

Here's a quick tutorial:

- In these cases, we can't underscore the importance of loan portfolio reviews enough. A thorough loan review will identify issues that can be remediated while you're still working with the borrowers/guarantors;
- Reviewing each file is a great opportunity to prepare the liquidation plan to ensure all avenues of recovery have been explored and analyzed;
- Determine what issues your financial institution as the lender is able to handle and what issues need to be outsourced. Do you already have vendors approved that are needed to address the issues?
- Document, document, document! Memos to file for unilateral actions are imperative. They will instruct staff, justify action, and provide guidance when preparing your Charge Off Tabs.

As a nationwide Lender Service Provider, our JRB Team has helped many lenders manage their SBA business loan portfolios. We'll conduct a thorough review to advise and educate your staff, take care of those Special Asset Loans - and protect your SBA business loan portfolio.

You're welcome to call me directly at 626.688.2125 to discuss your institution's needs. To check out our full range of services, go to www.jrbrunoassoc.com.

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