

To the reader of this letter,

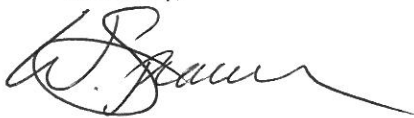
Please accept this correspondence as my letter of recommendation on reasons to complete the commercial credit training course instructed by Dave Nicholson. As one who was eager to start a career in commercial lending, I often found that I either lacked experience or training to be considered a qualified candidate for any open Credit Analyst positions. I was fortunate to work with Dave at Marlborough Savings Bank and shared my career aspirations with him; in return he shared this formal training to help me launch my career.

The course work is geared directly towards the daily functions of a credit analyst. From the start Dave helps you train your mind on how to think like an analyst and present quality questions on financial elements that might hinder a deal. The way the course is structured also provides an additional advantage for students who complete Dave's training, that begin the element of speed and accuracy. Each class began with a review of company's financials. With a few minutes to review we had to perform a "quick analysis" and form an opinion on the company. The element of speed is one that I can attest to begin a huge benefit. Since I started in my role as an analyst the knowledge on where to look for certain pieces of information has helped me provide faster turnaround time for credit analysis.

Once I completed the course I was eager to start as an analyst. With proof of my abilities highlighted in a well written commercial loan presentation I was able to secure interviews. This commercial credit training provides the necessary knowledge and skill set needed to help generate quality assets for any financial institution. The quality of this course provides a skillset that will help you understand the elements of risk and how to properly mitigate such risks. All of which are vital in the role of a credit analyst.

I would strongly recommend this commercial credit training course to anyone who is in search of a successful commercial lending career.

Sincerely,

A handwritten signature in black ink, appearing to read "W. Spencer", with a long horizontal flourish extending to the right.

William Spencer