
Description: Praise for Banker's Guide to New Small Business Finance

Banker's Guide to New Small Business Finance provides a comprehensive overview of the changes in small business lending and identifies the impact these changes will have on the banking industry. Mr. Green accurately pinpoints the need for lenders to embrace innovative technologies to be successful going forward and describes best-of-breed technologies currently available.

Pierre Naudé, CEO, nCino

Charles's guide to the new world of small business finance is arguably the most relevant book on the subject currently available. He manages to cover just enough history to accurately frame where this dynamic and complex industry segment is today and where it is likely going.

Nic Perkins, CEO, Perkins Industries; Co-Founder, Receivables Exchange

As publisher of the most widely-read daily newsletter to small business lenders in the country, I’ve tracked the emergence of innovative lenders over the past several years. There is a true disruption in the marketplace being caused by these lenders through their use of technology to acquire clients, qualify credit, perform due diligence, and fund loans with minimal human intervention. In this timely, well-written book, Charles puts this accelerating evolution of Main Street lending in context so that small business bankers will clearly understand how this new breed of lenders will positively, and negatively, change the world of small business lending.

Bob Coleman, Publisher, The Coleman Report

Charles has done an outstanding job at reviewing the evolving landscape in small-business lending since the Great Recession. He has dug into the problems that traditional banks are confronting in dealing with lending to America’s small businesses and explained the emerging landscape of new players who have emerged to fill the void. This book is a must read for anyone interested in the landscape of small business finance.

Ami Kassar, CEO, Multifunding LLC; Debt financing writer for Wall Street Journal and Inc. Magazine

Through the eyes of a savvy businesses lender, Charles Green looks back at the financing industry’s blunders and forecasts the direction it must take to survive and thrive – a must read for bankers, financiers, and even business owners seeking creative financing. He looks at and evaluates the emerging sources of debt and equity that bankers and entrepreneurs have to master today if they expect to be around tomorrow.

Jerry Chautin, SBA's 2006 National Journalist of the Year; business columnist and former business lender

The Banker's Guide to New Small Business Finance offers a sound, balanced assessment from a banker's perspective of the digital revolution that has been redefining the business financing sector. The author paints a broad picture of the economic and technological trends that have come together to create a new reality for business finance, a reality that gives both borrowers and lenders a stunning array of choice and flexibility.

Terry Robinson, CEO, Sunovis Financial, Inc.

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