

Commercial Lending Review 2010 Editorial Calendar

The *Commercial Lending Review* welcomes byline articles to be considered for publication. The *Review* is a bi-monthly journal covering all aspects of commercial lending. It is designed to provide practical, useful information for loan and credit officers as well as top lending management. In addition, lawyers, accountants, regulators, and other professionals in banking read the *Review*.

Readers are interested in articles on topics including, but not limited to, the following:

- marketing and market research
- pricing and negotiating
- credit analysis
- profitability measurement
- loan structuring
- documentation
- loan review
- accounting
- asset sales and securitization
- technology and other tools to improve and streamline the credit process
- commercial real estate
- environmental and lender liability
- lending to particular industries
- cash management and other fee-based services for commercial customers
- leasing
- determining the loan-loss allowance
- loan review
- human resources issues including incentives and productivity benchmarking
- middle-market and small-business lending
- portfolio and risk management
- regulation
- secured lending
- workouts and bankruptcy

Articles should be practical, with concrete advice, illustrative anecdotes and examples, and a description of results readers might expect if they follow the author's recommendations. Articles generally run from 2,500 to 5,000 words (10 to 20 double-spaced typewritten pages). Case studies are particularly appropriate for the *Review*. For a list of recent articles, see www.commerciallendingreview.com.

2010 Deadlines

Issue	January 2010	March 2010	May 2010	July 2010	September 2010	November 2010	January 2011
<i>Copy deadline</i>	11/1/09	1/3	3/1	5/1	7/1	9/1	11/1/10
<i>Mail date</i>	1/12	3/3	4/28	6/30	8/25	10/27	12/29

Submission Guidelines

To propose an article, please contact editor Claire Greene before you start to write (978-369-6285; clairegreene@verizon.net). She can help you tailor your idea to meet the *Review's* specific needs for manuscripts.

Charts and graphs: If you have copied an Excel chart into a PowerPoint file, please provide both the PowerPoint file and the Excel file. If possible, avoid graphic special effects like shadow boxes and keep in mind that figures will be printed in black and white. If you used the Drawing function in Microsoft Word to make flow charts or other pictures, please copy your picture onto a PowerPoint slide and verify that the original Word layout has not been distorted. Please save charts other than PowerPoint or Excel as grayscale tifs with a resolution of 300 dpi or higher.

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