Corporate Banking:

...as a Career Option or Stepping Stone

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**Intro**

- Personal Background
- Perspective during my MBA experience
- Ask Questions…

**Objectives**

- Full Understanding of a Bank and Departments
- Job Description – Commercial-Middle Market Banking
- Describe Typical Week in the Life of a Banker…
- Description of my Current Deals/Clients
- Provide Clear Vision of Pros/Cons
- Friendly Advice
Corporate (Commercial) Banking
Bank – Organizational Overview

**Retail**
- Branch Network
- Retail Investments, Brokerage, Mortgage, etc….
- Business Bankers

**Commercial Bank**
- Commercial - $10MM - $50MM Revenue
- Middle Market - $50MM-$250/$500MM Revenue
- Commercial Real Estate – Builders and Developers
- Core Products – Treasury, Merchant, International etc….
- Capital Markets Group to support Commercial Clients and Prospects

**Personal Wealth Management**
- Private Banking - $500M - $1MM Liquidity
- Wealth Management & Banking - $1MM - $15MM Liquidity
- High Net Worth – Family Wealth Management - $15MM and up
Cont....**Personal Wealth Management**
- Trust Administration
- Portfolio Management

**Corporate & Investment Banking**
- Corporate Banking - $500MM Revenue
- Investment Banking – Bankers, Sales & Trading, Equity Research, etc…
- Products – i.e. Derivatives, Sales/Leaseback, ABL

**Funds and Corporate Investments**
- Mutual Fund Companies
- Bond Portfolios etc…
Trends In Banking

- Continuation of Acquisition Environment
- Revenue Growth is Imperative – Sales Focus
- Capital Markets Products Downstream
  - M&A
  - Derivatives – swaps, collars, forwards
  - Sales/Leaseback
  - Subordinated Debt/Equity
- Cross-selling focus – Depth of Relationship
- Certifications – MBA, CFA, CFP, etc.
- Competition more intense and more diverse
Job Responsibilities

➢ Team Leader – Sales/Service Team
  - Portfolio Specialists, Credit Group, Service Staff, Loan Documentation, Product Specialists

➢ Client Relationship Manager: Manage Portfolio of 30 Clients
  - Loans & Deposits
  - Cash & Investments
  - Capital Markets Products
  - i.e. All products of the bank
  - Breadth vs. Depth
cont.....Job Responsibilities

➢ Financial & Business Analysis
  • Credit Underwriting – sitting on the fence
  • Financial Analysis & Management
  • We loan to Owners, not Businesses

➢ New Business Development/Sales
  • Referrals – Internal, External
  • Prospecting

➢ Social / Community Involvement
  • Local non-profit Boards
  • Community Networking Events
  • Social-Country Clubs
  • Sporting Events
## Weekly Calendar – week of January 16, 2006

### Monday, January 16

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00am - 5:00pm</td>
<td>GOLF with Calabro &amp; Cuffe - Pitch M&amp;A (talk with Scott)</td>
</tr>
</tbody>
</table>

### Tuesday, January 17

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8am - 8:30am</td>
<td>CJ mid-term review</td>
</tr>
<tr>
<td>2pm - 4pm</td>
<td>Tampa Prep Conference Call with Attorneys, Bond Counsel, remarketing agent etc.</td>
</tr>
<tr>
<td>4:30 - 5pm</td>
<td>Jesuit conference call - Proposal results</td>
</tr>
<tr>
<td>6:30pm</td>
<td>Watch Carlie</td>
</tr>
</tbody>
</table>

### Wednesday, January 18

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8am - 11am</td>
<td>Evergreen Dev. Job Site</td>
</tr>
<tr>
<td>2:30pm - 4pm</td>
<td>Kablelink - Expansion Meeting</td>
</tr>
<tr>
<td>6pm - 9pm</td>
<td>Wicked w/ Anthony G. E&amp;Y</td>
</tr>
</tbody>
</table>

### Thursday, January 19

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:30pm to 4pm</td>
<td>XYZ Prospect Meeting</td>
</tr>
<tr>
<td>5pm - 8pm</td>
<td>Drink w/ Terence at Fred Flemings i.e. Development Deal</td>
</tr>
</tbody>
</table>

### Friday, January 20

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2pm</td>
<td>Vehicle Inspection - Lease turn-in</td>
</tr>
<tr>
<td>6:30pm - 9pm</td>
<td>New Port Event</td>
</tr>
</tbody>
</table>

### Saturday, January 21

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>9am - 12pm</td>
<td>Wheels of Success - Car Care Class</td>
</tr>
<tr>
<td>2pm - 4pm</td>
<td>Carlie Aquarium</td>
</tr>
</tbody>
</table>
➢ Meet with Company – Understand all Banking Needs
➢ Narrow Down specific structural hot buttons
➢ Analyze Financial Strength
  ➢ Cash Flow
  ➢ Capitalization
  ➢ Guarantor Strength
➢ Compare Client’s Request to Bank’s position based on Risk Profile
➢ Create Deal Presentation
➢ Present to Credit for Approval
➢ Overcome Objections
➢ Present to Company for Acceptance
➢ Overcome Objections
Overview

- **Business**: $30MM distributor of medical beds
- **Strategy**: Roll-up of Dealer Network, Product Expansion, Potential Liquidity Event
- **Situation**: Shopping for new bank…current bank too small. Looking for relationship, low pricing/fees, lack of personal guarantees
- **Typical Needs**: Term Debt, Line of Credit, CREM
- **Potential Needs**: Subordinated Debt, Equity etc….

Challenges

- Personal Guarantees
- Receivables – Concentration and Duration - Medicare
- Strong Competition – skinny deal
- Leverage Covenant
**Overview**

- **Business:** Private School in Tampa
- **Situation:** $20MM VRDB (Variable Rate Demand Bond) issued by City of Tampa for construction of campus in 2001. Wachovia Letter of Credit currently provides credit enhancement for bondholders, and charges Tampa Prep annual fee for this. They informed Tampa Prep the fee was increasing by 25 bps.

- **Opportunity:** I was given the opportunity to underwrite the deal and replace Wachovia’s Letter of Credit.
- **Result:** Won Deal – Replacing Facility on 2/7/06

**Challenges - Logistics**

- L/C Provider - Counsel
- Bond Trustee
- Remarketing Agent
- School – Financial Advisor
- Investors - Bond Counsel
PROS

- Training Program – Credit & Risk Management
- Truly understand Corporate Growth, Financial Analysis and Capitalization
- Develop Strong Knowledge of Numerous Industries
- Quality of Life – Hours, Flexibility, Goals & Expectations
- Sense of Community
- Defined Career Path & Decent Compensation
- Opportunity to Change Career Path within the Bank
- Introduction to Numerous Business Owners
- New Business Opportunities every Day

CONS

- Once you go Commercial, it’s hard to go Investment or Corporate
- To some: Sales Pressure and Daily Performance Requirements
- Bank Compliance Issues are Mundane and Constant
- Tampa Tribune is more important than Wall Street Journal
- Compensation is earned, not given with the degree
➢ GET CFA DESIGNATION

➢ LOOK AT THE CAREER SEARCH AS THE NEXT STEP, NOT THE FINAL STEP

➢ MAKE COMPENSATION SECONDARY

➢ SALES FOCUS IS IN EVERY BUSINESS....IF YOU DON’T LIKE IT, FIND A WAY TO CONVINCE YOURSELF

➢ START BIG IN THE SERVICE INDUSTRIES i.e. CONSULTING, BANKING etc…

...................QUESTIONS?