

# NEWS

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## **Steve Eisen Comments on Hurdles for New Nashville Banks in Nashville Business Journal**

The Nashville Business Journal recently talked with local heads of national banks in the Nashville market and two topics came to the forefront: attracting talented bankers and establishing relationships. Steve Eisen notes that new banks to the market will simply hire a local banker with long-standing contacts and business in Nashville.

"To get into this market, [the out-of-market banks] need to hire somebody with a good book of business, and that's hard to do," said Mr. Eisen. "Some of these banks have opened a branch here or most have opened a [loan production] office ... and they basically go out and hire somebody experienced locally and grab their book of business."

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