

# NEWS

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## **Steve Eisen Discusses Importance of Local Banking Talent for Out-of-Town Banks in Nashville Business Journal**

Steve Eisen talks with the Nashville Business Journal about how national banks can be successful in Nashville. Mr. Eisen says recruiting local banking talent is the primary need for the out-of-market lenders coming to town.

"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," Mr. Eisen said. "What does it take compensation wise ... to bring them over, that's definitely a barrier."

[Read the Article](#) (subscription required)