NORTHWESTERN
Banker Newsletter

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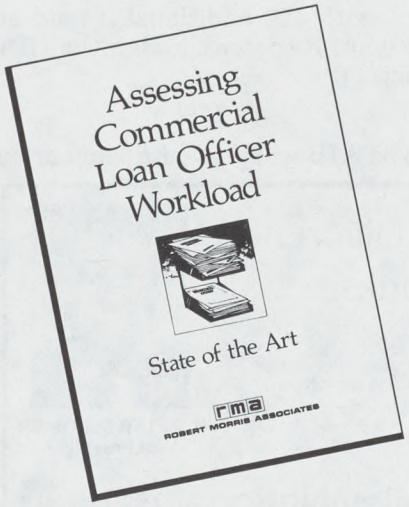
New RMA Study Evaluates Workload of Loan Officers

HOW DO commercial loan officers spend their time? According to the results of a study conducted by Robert Morris Associates, most loan officers spend 20% of their time underwriting new loans and 24% of their time servicing old ones. These and other facts about commercial loan officer workload are contained in a new RMA monograph on this study entitled, "Assessing Commercial Loan Officer Workload: State of the Art." RMA is the national association of bank loan and credit officers.

The monograph contains the results of a survey of RMA member institutions and analyzes daily logbooks kept by 118 loan officers for one week. The survey covers more than 500 institutions from all geographic areas and a cross-section of RMA members with more than $300 million in assets. The survey results provide insight into how loan officers spend their day, the productivity of their activities, and supervisors' perceptions of how the loan officers' time is spent.

The study, conducted by RMA's research unit, will help loan supervisors or commercial loan officers run a more efficient operation. Through comparisons with hundreds of other commercial lending institutions, they can judge how their departments measure up to others.

Part One of the monograph focuses on six typical tasks of lending: maintaining existing clientele; soliciting new business; underwriting new loans; servicing existing customers; administering the department; and community relations. Also included in this section is information on workload guidelines, sales support, and treatment of problem loans.



Supervisors who participated in the survey were asked to estimate how long they thought their lenders spend on these six tasks; RMA also asked them to have their loan officers keep actual time logs. The results show that management would prefer more time to be spent on prospecting new business.

Part Two of the monograph addresses job descriptions for loan officers. Six common responsibilities are identified along with an analysis of the importance of these items by bank size.

In Part Three of the monograph there is an analysis of the daily logs kept by loan officers. A striking discrepancy between management's perception of time spent on administrative details and actual time spent by loan officers emerges here. Loan officers typically spend 2.5 times longer on administrative duties than their supervisors perceive. The survey results also show that the time spent on loan underwriting decreases as bank size increases.

"Assessing Commercial Loan Officer Workload" costs $15 each for personnel from RMA member institutions and $21 each for RMA nonmembers. For more information, contact the RMA Order Depart-

ment, 1616 Philadelphia National Bank Bldg., Philadelphia, PA 19107; (215) 665-2850. To order, send payment to the RMA Order Department, Dept. J; P.O. Box 8500; S-1140; Phila., PA 19178. □

Iowa News

Iowa Bankers Insurance & Services, Inc. will sponsor its Credit Life & Disability Licensing School on Oct. 27-28 at the Park Inn in Des Moines. School hours are 9:00 a.m. to 5:00 p.m. on the 27th and 8:00 a.m. to 5:00 p.m. on the 28th. Fee is $45 for bankers and $55 for nonbankers, and includes a licensing information bulletin, materials, lunch and refreshments. Registration must be received by Oct. 20 and space is limited. Contact Jeanette M. Ellington at IBIS, 104 E. Locust St., Des Moines, IA 50308.

The Iowa Bankers Association is sponsoring its second annual Ag Marketing Conference Oct. 27-28 at the Starlite Village Hotel in Ames. Topics to be addressed include charting and analysis, factors influencing the market and economic cycles, and a "double jeopardy" update. Registration on the 27th is at 8:30 a.m. and includes continental breakfast. The morning program runs from 9:00 until lunch at noon. The afternoon session is from 1:00 to 5:00, at which time there will be a cocktail reception. On the 28th, breakfast is at 7:30, the general session from 8:00 until 12:30 lunch, and a luncheon speaker will be featured. Fee is $100 for members, $125 for subscribers and $150 for nonmembers, with $20 additional if paid at the door. Register through the IBA office.

* * *

The AIB will present a seminar on business fraud, "To Catch a Thief," on Nov. 6 at the Hotel Fort Des Moines in Des Moines. Featured speaker is Frank Abagnale, formerly a highly successful con artist and imposter who cashed $2.5 million in bogus checks. He is now an authority on white collar crime, and helps business people protect themselves against fraud. Fee is $10 for AIB members, $13.50 for nonmembers and $15 at the door. For more information contact Deb Elgin at Warren Co. Brenton Bank, 509 N. Jefferson, Indianola, IA 50125.

* * *

The IBA in cooperation with Commercial Law Forum will present a meeting entitled "Financing Farmers" at the Des Moines Marriott on Nov. 6. The meeting is for bank officials and bank lawyers who deal with agricultural loans to various kinds of farm proprietorships, joint ventures and agribusiness, with particular emphasis on the laws of Iowa. The morning session is from 9:00 a.m. to 12:00 p.m. The afternoon session runs from 1:30 to 5:00 p.m. Fee is $150 for the first registrant and $100 for each addition. To register contact Commercial Law Forum, P.O. Box A 1508, Grand Central Station, New York, NY 10163.

IDA GROVE: Harold W. Godbersen, 70, chairman of Ida Grove State Bank, died September 30. Mr. Godbersen was co-founder in 1965 of Gomaco Corporation, a manufacturer of construction equipment. At the time of his death he was president of Godbersen-Smith Construction Co. Mr. Godbersen was named Iowa Small Businessman of the Year in 1979. He headed a group purchasing the Ida County State Bank in June, 1958, serving as its president from that time until becoming chairman in March, 1978.

WATERLOO: Peoples Bankshares, Ltd., a five-bank holding company with Peoples Bank & Trust Co. here as its main bank, has filed for Chapter 11 bankruptcy in the United States Bankruptcy Court for the Northern District of Iowa. The holding company lists assets of $23,016,050 and debts of $21,393,973. Of that amount, it is reported that Peoples Bankshares owes approximately $10 million to Continental Bank of Chicago and $1.5 million to Bankers Trust Company, Des Moines. Peoples Bankshares also owns First State Bank, Britt; Kel-

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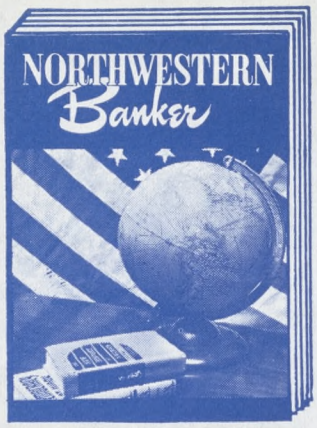

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logg-Sully Bank & Trust, Kellogg; Melbourne Savings Bank, and Parkersburg State Bank. Cedar Rapids lawyer Larry Gutz, who represents the holding company, said the filing seeks to protect the holding company from more than 20 lawsuits by shareholders who have been unable to redeem their shares, which they said was promised earlier. In August, federal regulators ordered the holding company board to remove Rowland K. "Rollie" Sverdahl as chairman and president. The holding company seeks to have Mr. Sverdahl return $917,000 for "overpayment of compensation" and seeks $160,000 on the same grounds from John L. Colton, former vice president of Peoples Bankshares. Iowa Banking superintendent William R. Bernau said the five banks are as sound as they were when the holding company problem arose earlier this year.

Nebraska News

The Nebraska Bankers Association's 1986 Trust Conference, "Changes in the 80's," will be held on Oct. 23 at the Interstate Holiday Inn in Grand Island. Registration/continental breakfast is at 8:30 a.m. The morning session runs from 9:00 to noon, with a guest speaker at the luncheon. The afternoon session runs from 1:30 to 4:30. Advance registration is $75 and must be received by Oct. 17. Later registration is $95 and accepted subject to space availability. Fee includes materials, continental breakfast and lunch. Contact the NBA to register.

KEARNEY: Norman A. Schmidt, 55, president of Platte Valley State Bank & Trust Co., died September 16 after a lingering fight with bone cancer. Mr Schmidt joined Platte Valley State Bank & Trust in October, 1979, and was named president in January, 1980. Previously, he had been president of The Ravenna Bank, which he joined in 1969 as vice president and cashier.

Minnesota News

MINNEAPOLIS: W.G. (Jerry) Jurgenson has been named senior vice president and treasurer of Norwest Corporation's banking group. His former position was as president of Norwest Investment Services, Inc., where he will be succeeded by A. Rodney Boren, Jr., executive vice president/sales of NISI.

MINNEAPOLIS: First Bank System has announced it has signed a purchase agreement for the sale of First Bank Spring Valley, which, upon regulatory approval, will merge with the First National Bank of Leroy, owned by Robert Farrar. The bank will be known as First National Bank. At year-end 1985, First Bank Spring Valley had assets of $19.8 million. The First National Bank of Leroy has assets of $8 million. Specific purchase terms were not disclosed.

Wisconsin News

MADISON: Eric Lynam has been named president of Valley Bancard. He is the former president of Comerica-Midwest, Toledo, Oh. Earlier this year, Valley Bancorporation became one of four Wisconsin banking institutions to issue its own credit cards.

MENOMONEE FALLS: Richard T. Van Alan has been elected vice president—data processing at F&M Financial Services Corporation. He has been with F&M Bank for 25 years, most recently as senior vice president of F&M Bank Menomonee Falls.

SHEBOYGAN: In a joint announcement, David C. Beck, president and chief executive officer of First Interstate Corporation, Sheboygan, and Zachary Takerian, president and CEO of Mid-Continental Bancorporation Inc., Milwaukee, have reported that a definitive agreement calling for the acquisition of Mid-Continental by First Interstate has been signed. The affiliation is subject to approval by regulatory agencies and Mid-Continental shareholders. The company is the parent of five Continental Bank offices in Milwaukee, which will change their name to First Interstate.

Montana News

LEWISTOWN: Robert D. Worth has been named president and a director of Norwest Bank Lewistown. He formerly served as president of the Deadwood and Lead branch offices of Norwest Bank South Dakota.

Colorado News

DENVER: At United Bank of Denver, David W. Larsen and Gene J. Sullivan have been named vice presidents. Mr. Larsen is the bank's manager of loan analysis. Mr. Sullivan works in the construction/transportation market of metropolitan banking.

POSITIONS AVAILABLE

Strong holding company searching for innovative **CEO** for $85mm lead bank. Lending expertise critical. Send resume to File No. WHA c/o Northwestern Banker. (PA)

CONSUMER LOAN OFFICER—$100K bank, central Iowa. Clean, strong loan portfolio. Salary commensurate with experience. Send resume to File No. WGW c/o Northwestern Banker. (PA)

LOAN REVIEW MANAGER—$250MM bank in eastern Iowa. Must be able to understand and do financial statement spread sheets. Good public contact. Prior credit review and bank examination experience required. Salary open. Send resume to File No. WGZ c/o Northwestern Banker. (PA)

CREDIT & LOAN REVIEW position open immediately. Credit & loan experience desired. College degree with business administration or finance required, with accounting & personal computer knowledge recommended. $100M bank. Send resume to File No. WHB c/o Northwestern Banker. (PA)

$50+M central Iowa bank seeking an experienced **AGRICULTURAL LENDING OFFICER.** Commercial lending experience and knowledge of FmHA programs a +. Vice President position. Send resume to File No. WGX c/o Northwestern Banker. (PA)

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POSITIONS AVAILABLE

CASHIER - Need 10-12 years experience - emphasis on data process work. Will be supervising the tellers, bookkeeping, customer service, and personnel. Major Nebraska bank system. $40K range.

LOAN REVIEW - Newly created position. Need 3-5 years exp. in bank examining, either FDIC, state, or comptroller's office. Omaha. Salary open.

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TRUST OFFICER

Growing dept in metro area bank seeks trust officer w/2-4 yrs exp in a strong dept. Maintain current port, dev new customers & keep this well-organized dept in top-notch shape. $28K.

#2 SPOT

Pres potential in $80m bank heading up a $10m+ port consisting primarily of ag & sm bus com'l. Great spot for a team player who can operate as a sr lender for 1-2 yrs. Great benefits. $39K.

AG LOAN OFFICER

Ag oriented bank seeks proven professional to take charge of $4m+ port. Must have been involved in a calling program, FHA guaranteeds knowledge & 2+ yrs of ag lending in a bk. $25K.

FOR FURTHER INFORMATION CONTACT KURT ROSENCRANTS

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AG LOAN OFFICER in $26 million bank. Trained by First Bank System. Iowa State grad. . . . . Asking $38,000

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POSITIONS AVAILABLE

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