

NEWS

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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