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Nichols, Chris is the author of 'Successful Lender's Field Guide : Leading Strategies That Maximize Value for Both Bank and Borrower', published 2016 under ISBN 9780997910902 and ISBN 0997910909.

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I can't help but draw a parallel between my COVID-prompted career move to education and our work as small business lenders. In my experience, the best small business lenders are also teachers, imparting essential knowledge to clients to ensure their businesses are successful in the long run.

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