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Resources

Ag Lenders Guide to Environmental Liability –

A New ABA Publication

ABA is pleased to announce the publication of a new comprehensive guide for agricultural lenders on the rapidly changing legal and public policy decisions on ag lender liability. No other book gives you the same up-to-date, reliable information in a single source-book. This publication outlines the issues, policies and strategies for minimizing environmental liability.

The guide gives you hands-on strategies for managing risks in an ag loan portfolio including sample policies and checklists. An outline of major federal environmental laws is included. This is a vital tool for senior agricultural loan officers, ag lending representatives, ag credit analysts, Farm Credit System loan officers, Farmers Home Administration County Supervisors, compliance officers, Farmer Mac Loan Originators and bank legal counsel.

Order your copy today by calling ABA toll-free at 800-338-0626. In the Washington, D.C. metro area, dial 663-5087. Or, fax an order to 301-843-8405.

Financing Farm Real Estate:

A Comprehensive Training Manual on the Secondary Market for Agriculture

Let Farmer Mac show you how to attract new customers, develop new business, and reach new levels of profitability. This four-part training manual gives you the necessary tools to write

farm real estate loans that will increase your profits and protect your bank. It is comprehensive, practical, and easy-to-use. In short, *Financing Farm Real Estate* provides the necessary information for business profitably under Farmer Mac.

Financing Farm Real Estate shows you how to:

- take advantage of all the profit possibilities as loan originator, loan pooler, or both,
- develop new lines of business,
- stay ahead of your competitors.

The manual is \$95 for ABA members and \$145 for non-members. To order, call 202-663-5087 or fax an order to 301-843-8405. For more information please call the Ag Bankers Division at 202-663-5100.

1991 ABA National Agricultural Bankers Conference

November 17-20

**Hyatt Regency – Crown Center
Kansas City, Mo.**

Come to Kansas City and attend workshops that will enable you to refine and improve your banking skills. Workshops will include “Meet the Farmer Mac Poolers,” “FmHA Guaranteed Loan Clinic,” “How to Get the Most Out of Your Hired Attorney,” and Credit Analysis Workshops taught by Dr. David Kohl, the acknowledged national “Master of Disaster.”

For more information or to receive an advance program, call Caroline Roach at 202-663-5291. ▲

Journal of Agricultural Lending

Options: The Best Holding or Speculation?	6
Daily Industry Update	12
Treating a Successful Direct Mail Ad Campaign	14
Ag Supply Crisis - Current Developments and the Future	17
The Future of Agricultural Lending	20
Up and Down	21
Now, think about it	22
Resources	23



