



## More than just a lending hand.

This is a phrase you may have heard us use time and again, but it remains true. While local banks are perceived as community partners, we're proud to say we've earned that reputation in every sense.

We have been recognized as the Builder's Bank for quite some time, and it is a moniker of which we're extremely proud. By helping builders literally forge the foundations of our local businesses, we've seen positive changes on the proverbial Main Street.

From commercial real estate loans to working capital lines of credit, our Business Lending team is dedicated to helping develop local merchants and retailers by giving them access to the funds and expertise they need to add even more momentum to their success.

Whether a business is just getting off the ground and in need of vital equipment or working capital or growing at such a rapid rate that more real estate is needed, we have the lending products that give business owners the fuel needed to start, maintain, and expand their ventures.

We've expanded our lending offerings for every borrower, and our seasoned team of lenders has perfected the art of relationship building. The core of our mission is exceptional customer service, and our borrowers experience this ardent commitment at every level.

By spending the time getting to know the story behind each of our customers and their unique vision, we're able to not only offer better insight and guidance on a financial level, but also become a true partner to champion their success. With one point of contact throughout the entire lending process, our lenders work to ensure your every question is answered before you realize you had one.

We are fully committed to the small and large business owners that make our city a thriving economic epicenter. From the family owned businesses that contribute directly to the rich fabric of our communities to the more sizeable businesses that serve people globally, we are uniquely positioned to partner with each and every one.

If you have ideas, we would love to hear them. Contact Larry Pitman, Senior Vice President of Commercial and Industrial Lending, at [LPitman@NeedhamBank.com](mailto:LPitman@NeedhamBank.com) or 781-474-5948 and start the conversation so that we may help you.