



Asset-Based Lending: A Practical Guide to Secured Financing

John Francis Hilson, Katherine E. Bell

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In today's economic climate, credit is very tight and many companies can no longer get an unsecured loan. Understanding the concepts and the requirements of using company assets to secure necessary financing is now vital for all in-house counsel and their law firm advisers.

Asset-Based Lending: A Practical Guide to Secured Financing provides step-by-step coverage of the current techniques, documents, risks, and protections at the heart of this complex specialty. This hands-on resource clearly:

- explains the features, uses, mechanics, and upsides and downsides of every available secured financing technique
- covers the asset categories, including accounts receivable, inventory, and equipment and fixture financing, and
- instructs you on how to draft the full range of pertinent documents, with the aid of checklists and ready-to-use sample provisions and agreements.

Asset-Based Lending also guides you on how to accurately assess a borrower's solvency before initiating a deal • plan for bankruptcy risks when analyzing secured loans • resolve conflicts between lead lenders and loan participants • and reduce lenders' liability exposure to environmental, securities, and tax laws.

Packed with over thirty forms and checklists, **Asset-Based Lending: A Practical Guide to Secured Financing** is an important tool for every attorney, executive, business professional, and public official involved in secured financing.

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