

# Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

## Peter Lane Commercial Loan Officer Bank of New England



Name: Peter Lane  
Title: Commercial Loan Officer  
Company: Bank of New England  
Location: 37 Emerson Rd., Haverhill, MA 01830  
Birthplace and year: Salem, MA - 1947  
Family: Wife, Mary Ann; 2 children  
College: Boston State University, BS, Economics  
First job outside of real estate: Taught sailing and tennis  
First job in real estate or allied field: National Shawmut Bank - credit analyst  
What do you do now and what are you planning for the future? Develop marketing leads, underwrite commercial real estate mortgages(both owner occupied and investment), finances smaller subdivisions and spec. financing for single family homes.  
Hobbies: Golf and skiing  
Favorite book: Anything by Robert Parker  
Favorite movie: "The Good The Bad The Ugly"  
Person you admire most (outside of family): Barbara Bush  
Key to success: Smart business development and provide excellent customer support.  
If you had to choose another vocation what would it be? Baseball coach

Peter Lane