



George H. Robinson

FIRM: BOSTON 5¢ SAVINGS BANK

BORN: ENGLAND 1907

EDUCATION: DORCHESTER HIGH; HOBART COLLEGE

At the age of 4, George's family left England and settled in Dorchester, part of Boston. After graduation and several odd jobs including lugging pipe for the Edison Company, George went to the employment agency of an old Sunday school teacher who placed him with the Boston 5¢ Savings Bank for three weeks and \$20 per week. That was 35 years ago, and today George is a vice president.

After working as a teller in the early and mid thirties, George became a mortgage solicitor in 1939. "The other banks frowned on this type of promotion in those days, but I learned a lot by getting out in the field and finding out what made people tick."

Because of the War and the gasoline shortage it was impossible to have a salesman on the road and it wasn't until 1946 that George again ventured outside the bank--this time calling on brokers and builders.

"We were so successful in getting new business that I was forced to become an appraiser. When we weren't hunting for new business, we were appraising prospective loans for the bank."

In 1955, the bank decided to set up a separate department for construction loans with George at its head. Last year Bob Spiller took over this successful department which has handled more residential building than any other area bank. For the past 12 months George has been managing 19 nursing homes which the bank had to foreclose on last year. With 1200 patients and 600 employees, George stayed pretty busy.

"I see the real estate market getting right back to where it was before tight money. By the middle of the year the banks will again be competing for good loans."

George lives with his wife in Wayland. Two of his children are married and the other will tie the knot in April. George loves salt water fishing. He is active with the Realtor Board and a past Master of Masonic Lodge.