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Trout of Mutal Bank speaks to Conway Commercial Connection

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Dan Trout, commercial loan officer for the \$350 million Mutual Bank, was the positive-minded speaker at a recent meeting of the Conway Commercial Connection.

Trout formerly was a loan officer for the Sandwich Savings Bank as well as the Community Bank of Brockton. He has been with the nine-office Mutual Bank for the past year.

"Commercial mortgage loans should be made with a feeling of help and consideration," he said.

"Sure, the bank must make profitable loans but I feel the needs of the customer are most important."

Credit of the buyer and quality of the enterprise are the hinges of good community banking. Trout said that he has put together \$3 million in loans for the bank over the past few months and that his preferred loan limits are in the \$200,000 to \$500,000 range.

The Conway Commercial Connection is a part of the large Jack Conway Co. Tom Rudolph is heading up the new Abington office on Route 123 and he is being aided by Dick Anderson, Mike Travers and Steve Damon. Legal support comes from Conway general counsel Jay Chaisson.

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