

Best Practices in Private Credit (Fifth of a Series)

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This week we continue our series on best practices of top private credit firms with a look at how underwriting teams partner closely with their internal colleagues to ensure the most favorable execution for their sponsor clients and investors.

Clear communications with private equity partners at the deal screening stage is essential. Quick and decisive feedback (“a quick No is better than a delayed one”) allows them to make contingency plans if a lender group doesn’t materialize along expected lines. Good credit partners can also help structure financings to win deals in hypercompetitive situations...

(Any “forward-looking” information may include, among other things, projections, forecasts, estimates of market returns, and proposed or expected portfolio composition Past performance is no guarantee of future results. Investing involves risk; principal loss is possible.)

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