

5 Essential Tools for Confronting Uncertainty with Agility >

Deluxe's financial performance strategists share their best advice—and most trusted resources—for FIs navigating an unparalleled economic moment.

1

Defined Set of Economic Sources

“A lack of information may prevent your organization from optimizing net interest margin and bottom line performance. Make a core list of sources your whole team should review regularly, so you have a shared knowledge base from which to make decisions that impact the future of your organization.” – **Barry Adcock**

Recommended resources:

- [State banking associations](#) (e.g. [GBA](#))
- State banking regulators (e.g. [Georgia Department of Banking and Finance](#))
- Academic research (e.g. [Georgia Economic Outlook - Terry College of Business - University of Georgia](#))
- Correspondent bank/investment banker relationships (e.g. [IHS Markit](#))
- Federal sources including [FHLBanks](#), [Federal Reserve Banks](#) and [FDIC Banker Resource Center](#)

2

Lending Expertise Consultants

“Need to enter a new lending market to boost loan production? One of the best ways to enter a new market or lending type is to find the right people to help you first. The right people will provide the expertise you need to make all your stakeholders confident that the new lending market won't end up sinking the ship.” – **Mark Swanson**

Recommended resources:

- [Moody's Loan Analytics](#)
- Regional market research data (e.g. [ViaSearch](#) housing market data in Southeast)

3

Outsourced Asset Liability Modeling and Consulting

“ALM modeling solutions can be expensive and complex to operate in-house, with limited resources and talent available in many markets where community banks operate. Aligning with a trusted advisor who possesses expertise in this area and has access to broader market data for defining assumptions can enhance your asset liability management.” – **Barry Adcock**

Recommended resources:

- [Darling Consulting Group](#)
- [SouthState Correspondent Division](#)
- [The Baker Group](#)

4

Director Training

“Many banks have willing directors with a variety of expertise, except in banking. In order for your bank to reach its fullest potential and avoid shipwreck island, help them to know as much as you do.” – **Mark Swanson**

Recommended resources:

- [FDIC Directors' College Program](#)
- [FDIC Directors' Resource Center](#)
- State resources (e.g. [article series on board oversight and corporate governance](#) from Georgia DBF)

5

Analytics Technology

“Spend more time analyzing information and driving decisions, and less time manually mining data. At a minimum, your technology should empower you to quickly forecast infinite scenarios, run loan pricing models, compare branch performance and monitor NIM daily.” – **Mark Swanson**

Recommended resources:

[Learn more about Banker's Dashboard](#)

www.deluxe.com/NIM
performancemanagement@deluxe.com
800.245.6040 (select option 4)