



Digital Lending and Banks: How to Identify the Best Banking Partner to Grow Your Business

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Bank-fintech partnerships offer benefits to both parties—if they find the right match. Discover what makes a good partnership and how you can make the most out of a bank relationship. Understand the priorities that banks take into consideration, the main pain points that you help banks solve, how banks think about lending products, and how they translate to online platforms. Get a behind-the-scenes look at bank lending, from the first steps to the final agreement, and how you can lead the way in lending by taking a product-first focus.

Speakers (4)



Gary Fan Executive Vice President and Chief Operating Officer, Royal Business Bank



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