



NEW ENGLAND
COLLEGE OF BUSINESS
AND FINANCE

LEN ANCTIL

Adjunct Professor, Business Department

NECB Faculty Member since 1992

Education

B.S. in Finance (minor in Economics)

Northeastern University

Attended Stonier Graduate School of Banking

Rutgers University

NECB Courses Taught

Commercial Lending Practices

Marketing

Consumer Credit



Began banking career at BayBank in 1970; completed formal management and credit training program. Served as Senior Loan Officer at Security Bank in Bloomfield, Connecticut while writing the Community Reinvestment Act Statement, annual proxy statement and acting as liaison with federal and state banking regulators. Joined Patriot Bank in Boston, February 1984. Commercial & Industrial Lending Division Manager; Continued in a management role when Bank of New England acquired Patriot Bank in 1987. At Bank of New England, elected Senior Vice President and permanent member of Commercial/Industrial & Private Banking Loan Approval Committee. Senior Vice President/Regional Sales Manager, Fleet National Bank, Business & Entrepreneurial Services Group (BESG). Team led state in new business booked for five consecutive years; top performing group in all categories in Fleet Financial Group in 1996 and 1997. Lead entire corporation with highest yielding loan portfolio. Managed the Massachusetts and Southern New Hampshire market, largest single market (staff of 31, \$600MM portfolio; 2,750 customers) in Fleet Small Business Services (SBS). Senior Vice President/Director of Commercial Services, Clinton Savings Bank: Oversee and manage all aspects of commercial services including commercial & industrial lending, commercial real estate and cash management. As part of senior management team, member of ALCO (Asset/Liability Committee)