

WANT TO SELL YOUR CLIENTS A BANK THEY CAN RELATE TO?

For over 140 years, we've found a way to navigate through a number of economic cycles – and not because we're the biggest player. Our success has come through our integrity, innovation, exceptional service, and hard work. Your clients can likely relate. Spend some time learning our story and we think you'll see why our average Commercial Lender has been with us for over a decade.

A few advantages include:

- Smart, local credit decisions made by committee, individual, or concurrence.
- Seasoned Cash Management professionals available to partner with you and your clients with sweep accounts, lockbox, ACH, RDC, and much more.
- Ownership over your accounts – your clients will enjoy working directly with you, not siphoned off to a "specialist."
- A robust Wealth Management department that locally manages over \$950 million in assets.
- A highly trained local Commercial Credit department available to work with you and your clients.
- A manageably sized, flat organization, which means you can be a major player.
- A President and Chairman who enjoy meeting your clients and prospects.

For More Information, contact:

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