

Client Reference List

When calling our clients, please ask these questions:

1. Are the PMI personnel experienced and do they know what they are doing?
2. Were the dollars saved, service improvements, and results as anticipated?
3. Were the project results good for the organization, employees, and customers?
4. If the client had to do it again would they do it with Profit Motivators?

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If no management name is listed there has been a management change or the organization has been acquired.



“the implementors”

ALABAMA

SOUTHERN BANK OF COMMERCE – Eufaula
334/687-3581 Branches – 2 Assets: 147MM
FIRST FEDERAL SAVINGS BANK – Decatur
Branches – 5 Assets: 227MM
FIRST BANK & TRUST – Grove Hill
Branches – 3 Assets: 187MM
FIRST SOUTHERN FEDERAL S&L – Mobile
Branches – 14 Assets: 300MM

ARIZONA

ARIZONA FEDERAL CREDIT UNION - Phoenix
602/249-8300 Branches – 30 Assets: 1.7B

ARKANSAS

FIRST NATIONAL BANK – Wynne
870/238-2361 Branches – 3 Assets: 185MM
CITIZENS BANK – Jonesboro
Branches – 2 Assets: 101MM

CALIFORNIA

XEROX FEDERAL CREDIT UNION – El Segundo
Barbara J. Bannerster, Senior Vice President/HR
310/333-4200 Branches – 20 Assets: 728MM
SURETY FEDERAL SAVINGS BANK – Vallejo
Branches – 2 Assets: 72MM
COAST COMMERCIAL BANK – Santa Cruz
408/458-4500 Branches – 8 Assets: 615MM
REGENCY BANK – Fresno
Branches – 3 Assets: 231MM

COLORADO

CITY OF GRAND JUNCTION
970/244-1503 Population: 50,000
FIRST NATIONAL BANK – Las Animas
Dale Leighty, President/CEO
303/456-1512 Assets: 230MM
MINNEQUA BANK OF PUEBLO
719/545-2345 Branches - 7 Assets: 320MM
NORTH VALLEY BANK - Thornton
303/452-5500 Branches – 1 Assets: 136MM
FIRST NATIONAL BANK OF GUNNISON
Assets: 43MM
INTRAWEST BANK BEAR VALLEY – Denver
Assets: 96MM
AMERICAN NATIONAL BANK – Aurora
Assets: 10MM
COMMERCIAL BANK – Sterling
Assets: 59MM
CENTRAL BANCORP, INK. – Denver
Assets: 1.6B
CENTRAL BANK (FNB)
Grand Junction Assets: 165MM
CENTRAL BANK (FNB)
Aspen Assets: 72MM
CENTAL BANK OF ACADEMY
Colorado Springs Assets: 43MM
CENTRAL BANK (FNB)
Glenwood Springs Assets: 113MM

VALLEY BANK S&L – Grand Junction
Branches – 2 Assets: 89MM
HOME FEDERAL S&L – Fort Collins
Branches – 1 Assets: 72MM

CONNECTICUT

RIDGEFIELD BANK & TRUST – Ridgefield
203/438-0500 Branches – 15 Assets: 1.6B

FLORIDA

JETSTREAM FCU-Miami Lakes
Jeanne Kucey, P/CEO
305/821-7060 x3080 Branches-5 Assets: 118MM
FL CENTRAL CREDIT UNION – Tampa
831/387-6240 Branches – 7 Assets: 250MM
PEOPLE’S CREDIT UNION – North Miami
Jeffery P. Miller, President/CEO
305/893-4880 Branches – 3 Assets: 67MM

GEORGIA

MARSHLAND CREDIT UNION-Brunswick
Jeff HolcombeP/CE O
912/279-2011 Branches-6 Assets:120MM
MIDSOUTH FEDERAL CREDIT UNION-Macon
Claude Garrett, Pres/CEO
478-471-9946 Branches 5 Assets: 125MM
PEOPLES BANK-Lyons
Mike Gay, EVP/CEO
912-526-8171 Branches 2 Assets: 62MM
TRUST COMPANY BANK – Atlanta Assets: 5.7 B
GWINNETT FEDERAL CU – Lawrenceville
R. Marshall Boutwell, President/CEO
770/963-5679 Branches – 6 Assets: 112MM

IDAHO

IRELAND BANK – Malad City
R. Blair Hawkes, President/CEO
208/766-2211 Branches – 12 Assets: 210MM
MEDICAL & PROFESIONAL C U – Idaho Falls
208/522-1197 Branches – 2 Assets: 37MM

ILLINOIS

GREAT LAKES CREDIT UNION – North Chicagp
847/578-7301 Branches – 8 Assets 506MM
FORESIGHT FINANCIAL GROUP, INC. – Rockford
Stephen Gaddis, President/CEO
815/232-3000 BANKS-5 OFFICES 11 Assets: 730MM

INDIANA

PEOPLE’S LOAN & TRUST – Winchester
765/844-3501 Branches – 7 Assets: 156MM
AMERICAN NATIONAL B & T CO. – Muncie
765/747-7575 Branches – 10 Assets: 346MM

IOWA

ALCOA EMPLOYEES & Com. CU – Bettendorf
Paul N. Lensmeyer, President/CEO
563/355-0152 Branches – 8 Assets: 222MM
TELCO TRIAD COMMUNITY CU– Sioux City
Kay Beyerink, Managing Officer/ CEO/ CFO
712/252-4368 Branches – 6 Assets: 65MM

FIRST NATIONAL BANK – Council Bluffs
Branches – 3 Assets: 100MM

KANSAS

CENTRAL BANK & TRUST CO. – Hutchinson
Earl D. McVicker, Chairman/President/ CEO
620/663-0666 Branches – 5 Assets: 260MM
SOUTHWEST KS NATIONAL BANK – Ulysses
620/356-5555 Assets: 32MM

KENTUCKY

FIRST BANK & TRUST CO. – Princeton
Branches – 1 Assets: 96MM

LOUISIANA

CARTER FCU-SPRINGHILL
James Gibson, President/CEO
318/382-4373 Branches 6 Assets: 145MM
IBERVILLE BANK – Plaquemine
Lawrence A. Melsheimer, President/CEO
225/687-2091 Branches – 11 Assets: 255MM
PEOPLES STATE BANK – Many
J.J. Blake, III, President/CEO
318/256-2071 Branches – 15 Assets: 460MM
FIRST FEDERAL BANK OF LOUISIANA
M.A. (Andy) Pierson, III, Chairman
337/433-3611 Branches – 13 Assets: 635MM
ST. LANDRY B & T CO. – Opelousas
Robert S. Tomlinson, Jr., Chairman/President
337/942-7516 Branches – 8 Assets: 250MM
BANK OF COUSHATTA- Coushatta
318/932-3491 Assets: 85MM

LOUISIANA CENTRAL BANK – Ferriday
318/757-8601 Branches – 1 Assets: 72MM

LOUISIANA DELTA BANK – Lake Providence
318/559-2494 Branches – 1 Assets: 50MM

AMERICAN SECURITY BANK – Ville Platte
Branches – 23 Assets: 243MM

FIRST STATE B & T CO. – Bogalusa
Branches – 8 Assets: 144MM

FIRST COMMERCIAL BANK – Franklin
Branches – 7 Assets: 169MM

TERREBONNE B & T CO. – Houma
Branches – 22 Assets: 500MM

FIRST FEDERAL S & L – Alexandria
Branches – 7 Assets: 200MM

Louisiana Bank -- West Monroe
Branches – 1 Assets: 62 MM

MARYLAND

COUNTY NATIONAL BANK – Glen Burnie
410/760-7000 Branches – 5 Assets: 120MM

MASSACHUSETTS

ATHOL SAVINGS BANK-Athol
Sam Hokkanen, President/CEO
978-249-3200 Branches 8 Assets: 300MM

WORKER CREDIT UNION- Fitchburg
Fredrick D. Healey MO/Pres/CEO
978/345-1021 Branches -13 Assets 615MM

MICHIGAN

KALSEE CREDIT UNION-Kalamazoo
Rudy Callen, President/CEO
269/382-7800 Branches-4 Assets: 88MM
UNIVERSITY OF MI CREDIT UNION - Ann Arbor
734/662-8200 Branches - 3 Assets: 370MM

MISSISSIPPI

1st MS FEDERAL CREDIT UNION- Meridian
601/693-6873 Branches - 2 Assets: 46MM
BANK OF YAZOO CITY - Yazoo City
S.G. Norquist, Jr. Chairmen/President/CEO
662/746-5421 Branches - 6 Assets: 213MM

The BANK OF FOREST - Forest
T. "Gene" Walker, President/CEO
601/469-3663 Branches-1 Assets: 143MM
FIRST SECURITY BANK - Batesville
Frank West, President/CEO
662/563-9311 Branches -13 Assets: 468MM

GUARANTY BANK & TRUST CO. - Belzoni
Huey Townsend, President/CEO
662/247-1454 Branches - 11 Assets: 500MM

BANK OF MORTON - Morton
Martha Rogers, CHM/Pres/CEO
601/732-8944 Branches - 1 Assets: 55MM

FIRST STATE BANK - Holly Springs
662/252-4211 Branches - 2 Assets: 123MM

UNITED SOUTHERN BANK - Clarksdale
Branches - 30 Assets: 565MM

FNB OF HOLMES COUNTY - Lexington
601/834-1411 Branches - 3 Assets: 122MM

CITIZENS BANK & TRUST CO. - Morton
Branches - 5 Assets: 59MM

BANK OF HOLLANDALE - Hollandale
Branches - 5 Assets: 59MM

MERCHANTS NATIONAL BANK - Vicksburg
Branches - 5 Assets: 59MM

BROOKHAVEN BANK & TRUST CO. - Brookhaven
Branches - 3 Assets: 135MM

FIRST NATIONAL BANK - Oxford
662/234-2821 Branches - 3 Assets: 141MM

THE MISSISSIPPI BANK - Jackson
Assets: 347MM

FIRST UNITED BANK - Meridian
Branches - 14 Assets: 250MM

STATE BANK & TRUST CO. - Brookhaven
Branches - 2 Assets: 133MM

THE GATEWAY BANK - Hernando
Branches - 3 Assets: 110MM

NORTH MISSISSIPPI SAVINGS & LOAN - Oxford
Branches - 2 Assets: 110MM

MERCHANTS & FARMERS BANK - Columbus
Branches - 11 Assets: 168MM

MISSOURI

FN CHARTER BANK - Kansas City
816/221-2800 Assets: 1.01B

MONTANA

BANKWEST - Kalispell
406/758-2265 Assets: 45MM

NEBRASKA

HOME FEDERAL S & L OF GRAND ISLAND
Barry G. Sandstrom, President/CEO
308/382-4000 Branches - 3 Assets: 179MM
OMAHA NATIONAL BANK
402/348-6000 Assets: 1.1MM

NEVADA

NEVADA BANK AND TRUST-Caliente
Gordon Wadsworth, President/CEO
775-726-3487 Branched -6 Assets: 95MM

NEW JERSEY

BLOOMFIELD SAVINGS BANK Assets: 480MM
THE CENTRAL JERSEY B & T CO Franklin Township
201/462-0011 Assets: 647MM

NEW MEXICO

SUNWEST BANK-Gallup Assets: 98MM
ALBUQUERQUE NAT'L BANK Assets: 1.0B

NORTH CAROLINA

FIRST NATIONAL B & T CO. - Asheboro
Michael C. Miller, President/CEO Assets: 2.1B
Branches - 47

OHIO

FIRST NATIONAL BANK-Orrville
David Vernon, President/CEO
330/682-1010 Branches-13 Assets: 340MM

THE FNB OF GERMANTOWN
Thomas E Winning, President/CEO
937/855-4151 Branches-1 Assets: 55MM
MIDAMERICAN BANK-Bowling Green Assets: 350

OKLAHOMA

HOME NATIONAL BANK - Blackwell
580/762-1644 Branches - 12 Assets: 836MM
CITY NATIONAL B & T CO. - Norman
405/321-6444 Assets: 110MM

THE FOCUS FEDERAL C U -Oklahoma City
Branches-2 Assets:75MM

PENNSYLVANIA

ALLEGHENY CO. PA US GOV'T EEMPL'S FCU
412/642-2875 Pittsburgh Assets: 94MM

CENTRAL COUNTIES BANK - State College
814/234-6300 Assets: 520MM

NORTHERN CENTRAL BANK - Williamsport
717/326-2611 Assets: 463MM

SOUTH DAKOTA

SENTINEL FEDERAL C U - Ellsworth AFB
Nancy Ellwein P/C

605/923-1405 Branches - 4 Assets: 50MM

FIRST DAKOTA NATIONAL BANK - Yankton
Larry Ness, Chairmen/CEO Assets: 714MM

605/665-7432 Branches - 12

FARMERS STATE BANK - Flandreau
605/977-2484 Assets: 73MM

FIRST NATIONAL BANK-Sioux Falls Assets: 1.1B

TENNESSEE

MCKENZIE BANKING COMPANY - McKenzie
Charles P. Wilson, Chairman/Pres/CEO
731/352-2262 Branches - 6 Assets: 103MM

REELFOOT BANK - Union City
731/885-1010 Branches - 7 Assets: 155MM

BANK OF ROANE COUNTY - Harriman
Branches - 6 Assets: 188MM

TEXAS

TEXOMA COMMUNITY C U - Wichita Falls
L. Wayne Mansur, Managing Officer/Pres/CEO
940/851-4000 Branches - 1 Assets: 80MM
HAPPY STATE BANK - Amarillo
Pat Hickman Chairman and CEO
806/354-2265 Branches-23 Assets: 988MM

LONE STAR CREDIT UNION - Dallas
Jerry L. Clancy, Pres/CEO
214/327-9367 Branches - 3 Assets: 81MM

LONESTAR NATIONAL BANK - Pharr
A. Jabier Rodriguez, Pres/ CEO
956/781-4321 Branches - 18 Assets: 1.7B

WESTERN NATIONAL BANK Odessa Asset:166MM
CITY BANK, N.A. - Lubbock Assets: 65MM

TASCOSA NATIONAL BANK - Amarillo 107MM
THE PEOPLES NATIONAL BANK - Belton 93MM

HIEGHTS SAVINGS & LOAN - Houston
Branches - 19 Assets: 380MM

OAKLAWN BANK - Texarkana Assets: 70MM
EAST TEXAS S & L- Tyler Assets: 78MM

UTAH

CAPITAL CITY BANK - South Salt Lake
Branches - 6 Assets: 100MM

CLEARFIELD STATE BANK - Clearfield
Branches - 2 Assets: 380MM

VIRGINIA

NEW GENERATIONS F CU - Richmond
804/359-8754 Branches 5 Assets: 65MM

WASHINGTON

FIRST COMMUNITY BANK OF WA - Lacey
360/465-0880 Branches - 21 Assets: 420MM

WHATCOM EDUCATIONAL C U- Bellingham
360/676-1168 Branches - 8 Assets: 565MM

SEATTLE TELCO FEDERAL CREDIT UNION
206/382-7000 Branches - 6 Assets: 445MM

WISCONSIN

SECURITY MARINE BANK - Madison
608/244-2491 Assets: 95MM

WYOMING

FIRST NATIONAL BANK - West -- Evanston
307/789-3864 Branches - 4 Assets: 178MM

INTERNATIONAL

KUWAIT

THE GULF BANK K.S.C
965/244-9501 Assets: 7.7B

MEXICO

BANCO NACONAL DE COMERCIO EXTERIOR
S.N.C - Torreón

12-4364 Branches - 3 Assets: 5.8B

BANCOMER, S.N.C - Monterrey
(83) 447070 Branches - 13 Assets: 9B

BANKCO NACIONAL DE MEXICO - Torreón
905/518-9020 Branches - 4 Assets: 6.3B

BANCA SEFIN, S.N.C - Mexico City
566 47-77 Branches - 12 Assets: 12B

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