

# 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?

[www.profitmotivatorsintl.com](http://www.profitmotivatorsintl.com)

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



“the implementors”

## ALABAMA

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  
 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, INC. – 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

SOUTHERN BANK OF COMMERCE – Eufaula  
 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

MIDSOUTH FEDERAL CREDIT UNION-Macon  
 Claude Garrett, Pres/CEO  
 478-471-9946 Branches 5 Assets: 125MM  
 MARSHLAND CREDIT UNION-Brunswick  
 Jeff Holcombe, President/CEO  
 912/279-2000 Branches-6 Assets: 120MM  
 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 & PROFESSIONAL C U – Idaho Falls  
 208/522-1197 Branches – 2 Assets: 37MM

## ILLINOIS

GREAT LAKES CREDIT UNION – North Chicago  
 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  
 765/584-3501 Branches – 7 Assets: 156MM  
 AMERICAN NATIONAL B & T CO. – Muncie  
 765/747-7575 Branches – 10 Assets: 346MM

## IOWA

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

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

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

336/626-8300 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: 350MM

### 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 EMPL'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

TEXAS TECH FCU-Lubbock

Ellen Hein, Mng Off/CEO Todd Ehlers, CFO

806 742 3606 Branches- 1 Assets: 75MM

TEXOMA COMMUNITY C U - Wichita Falls

L. Wayne Mansur, Managing Officer/Pres/CEO

940/851-4040 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

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

Jennifer Dandridge, Pres/CEO

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

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 NACIONAL 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

Assets: 12B

Assets: 5.8B

Assets: 9B

Assets: 6.3B

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