



# TERREBONNE BANK & TRUST

COMPANY

RONALD P. KING  
Senior Vice President  
Administration & Financial Division

Area Code 504-876-7800

Post Office Box 5036, Houma, Louisiana 70361

February 4, 1985

Mr. Phillip Martin  
Profit Motivators International  
40 Linden Drive  
Boulder, Colorado 80302

Dear Phil:

Thanks a million for your help.

We mean that literally because that's the amount we're looking to reduce our payroll and benefit cost by since you introduced your program to our bank.

To date our bi-weekly payroll has gone from \$199,500 to \$172,000, and we're looking to get that down to \$170,000 before the end of the 2nd Quarter of 1985.

Since we introduced our partially self-funded group health insurance program, we have reduced our monthly expenses by approximately \$9,000. We're working for at least an \$11,000 per month savings.

Other benefit costs have dropped as they are a direct result of total head count. I'm sure that savings will exceed \$100,000 annually.

Add it up and you get more than a million bucks.

Thanks! I like your style. Besides, you've really made me look good. Our Board has noticed.

Sincerely,

Ronald P. King

RPK:kpc