



Peoples State Bank

You've got a friend



MAIN OFFICE

880 San Antonio Avenue
P. O. Box 1200
Many, LA 71449
(318) 256-2071

FLORIEN DRIVE-IN

1264 N. Nolan Trace
Florien, LA 71429
(318) 586-4601

ZWOLLE BRANCH

2144 Obrie Street
Zwolle, LA 71486
(318) 645-6163

PLEASANT HILL BRANCH

110 Main Street
Pleasant Hill, LA 71065
(318) 796-3620

TOLEDO BEND

SUPERMARKET BRANCH
12054 Texas Highway
Many, LA 71449
(318) 256-6373

MANSFIELD BRANCH

Highway 84 West
Mansfield, LA 71052
(318) 872-5800

GREENWOOD BRANCH

8360 West 70th Street
Greenwood, LA 71033
(318) 938-5336

**NATCHITOCHES
BRANCH**

315 Royal Street
Natchitoches, LA 71457
(318) 352-9089

**NATCHITOCHES
BRANCH**

806 Second Street
Natchitoches, LA 71457
(318) 352-0252

ALEXANDRIA BRANCH

1700 Bank Drive
(Lee Street at Texas Avenue)
Alexandria, LA 71301
(318) 445-3717

MANY - WEST BRANCH

180 San Antonio Avenue
Many, LA 71449
(318) 256-5154

June 8, 2000

Mr. Peter Henthorne, President
Profit Motivators International, Inc.
2416 Linden Drive
Boulder, CO 80304

Dear Peter:

Just a note of thanks to let you know how pleased our bank has been with the results of our recent engagement with your company.

As you know, this is the second of such engagements whereby your company has helped our bank improve efficiency and reduce costs. Because of the competing demands and challenges placed on community bank CEOs, it has become increasingly difficult to find time to concentrate on those areas which I define as routine daily bank functions and activities. While routine in nature, if not properly managed, increase costs and inefficiencies will result in significant dollars.

I found your company to be invaluable in helping in these areas while allowing me time as CEO, to concentrate on such big picture areas as technology issues and sales. I would highly recommend to any community bank CEO, that they consider implementing your program.

Please feel free to share this letter with any potential bank clients. Again, we appreciate very much all your help in making our bank a more profitable institution.

Sincerely yours,

John J. Blake, III
President & CEO

JJB/srd

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