



# Peoples State Bank

P.O. Box 1200 Many, LA 71449 (318) 256-2071

November 30, 1989

TO WHOM IT MAY CONCERN:

Profit Motivators, Inc. has just completed their consulting work with our bank. To say the least, we were very pleased. Their staff was both easy to work with and very knowledgeable.

Profit Motivators gave us a fresh look at our bank and helped us work with our Board in implementing ideas. We successfully put in place 100% of their recommendations. In addition, their workshop was very important in helping our managers understand their jobs.

I would certainly recommend them to your institution.

Very truly yours,

John J. Blake, III  
President & CEO

JJBIII/nb



Branch Offices: Zwolle, Pleasant Hill, Toledo Bend, Florien, Mansfield, Greenwood and Shreveport  
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