



Post Office Drawer 1059 • Clarksdale, Mississippi 38614 • 601-627-3281

C. Willis Connell, Jr.
Chairman of the Board and President

April 20, 1983

Mr. Peter Henthorn, President
Profit Motivators International
734 Bush Drive
Allen, Texas 75002

Dear Mr. Henthorn:

It is our pleasure to write a letter of reference recommending you and your company quite highly to any financial institution considering hiring operational consultants. We feel you are highly qualified within your scope of work to assist other financial institutions just as you have assisted us in the past.

We achieved substantial savings as a result of your efforts; consequently, I have no hesitation telling you that you may tell anyone you desire to call me, personally, for my opinions regarding the work performed by you and your company for United Southern Bank.

We wish for you continued success in all your activities.

Sincerely yours,

A handwritten signature in cursive script that reads "Willis Connell, Jr." with a large, stylized initial "W".

Chairman of the Board and President

CWC,jr:kh