



# REELFOOT BANK

JOHN E. FOWLER, JR.  
PRESIDENT

September 9, 1988

To Whom It May Concern:

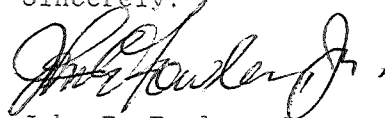
Reelfoot Bank employed the services of Profit Motivators, Inc. in May, 1988. After a brief visit, they indicated the Bank's annual hard dollar savings would be in excess of \$60,000 and the charge would be \$25,000 plus expenses.

Their work was spread out over a period of three (3) months and based upon their recommendations, if implemented, our annual savings would be \$125,000.

Many of their recommendations have contributed to a smoother operation with no monetary value being placed on these recommendations.

We would recommend PMI to any financial institution.

Sincerely,



John E. Fowler, Jr.  
President

JEF:skb