

## ***SAMPLE LETTER TO BANK BOARD MEMBERS***

No one likes to be asked for money. But as the saying goes, “If you’re in business, you better get involved in politics or politics will run your business.” This is especially true in our business of community banking.

We have challenges on every front—from credit unions to the large “too-big-to-fail” banking conglomerates to non-bank financial service providers. We also face increasing regulatory obstacles and we cannot sit on the sidelines hoping that politicians will do the right thing.

We need to be pro-active, both in fundraising and involvement. Our bank is the pulse of our community and we need to make sure our voices are heard in Austin and in Washington. If our bank does not thrive and prosper, neither will the local economy,

That’s why I’m asking you as a member of our board of directors to ***contribute a minimum of \$100.00 to either the IBAT PAC or IBAT FedPAC.*** Your contribution will help ensure access to those legislators and congressmen who have an understanding of the role of community banks in the financial marketplace and make decisions affecting our very livelihood, and in turn, our community.

And, now the fun part!

If each of our directors contributes a minimum of \$100.00 to the IBAT PAC or IBAT FedPAC, and we conduct a PAC Drive with our employees, our bank’s name will be put in a drawing for one of three fun events served right here at our bank by IBAT staff. Can we count on your support?

Invest in your future. Invest in the future of community banking.

Bank President

***PS: Nonparticipating banks may enter the barbecue drawing by submitting a 3x5 card listing the bank name, address, city, state, zip and name of CEO. Mail card to IBAT, c/o Mae Beth Palone.***