

SAMPLE LETTER TO OFFICERS AND EMPLOYEES

You can be very proud of our community bank and the services we provide our community. We're strong and we're thriving, but in today's political world, we also have to be involved.

That's why I hope you will take an opportunity to become more politically involved by contributing to the IBAT PAC or the IBAT FedPAC. Both of these Political Action Committees are non-partisan committees solely dedicated to promoting the interests of their members—community banks like ours—in the Texas Legislature and the U.S. Congress.

Political campaigns have become very expensive and if community banks are to have a seat at the negotiation table, it's important that we all get involved. I'm asking each of our employees to consider contributing to the IBAT PAC or IBAT FedPAC. It doesn't have to be a lot. *Every* dollar helps! And, there are some fun ways you can contribute:

- IBAT Auction: Consider donating or purchasing an item.
- Golf: Participate in the Leadership Golf Tournament at the Annual Convention
- Dream Vacation: Purchase a \$10 ticket for a Dream Vacation of your choice up to \$5,000 or opt for \$5,000 CASH!

You can also make a ***direct contribution*** using a personal check or a personal credit card. In fact, the IBAT PAC and IBAT FedPAC have set up a new mechanism for an automatic withdrawal from your credit card. You tell them when and how much.

Additionally, I'm asking each of our directors to donate a minimum of \$100.00 to either the IBAT PAC, which contributes to candidates for statewide office or the IBAT FedPAC, which contributes to federal candidates. The good news is that ***if we can garner 100% participation from our directors and conduct an Employee PAC Drive, our bank's name will be put in a drawing for one of three fun events catered and served right here at our bank by our friends at IBAT.***

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

Bank President

PS: Nonparticipating banks may enter the chuck wagon 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.