

# NORTHWESTERN Banker Newsletter

Vol. 16 No. 3

Des Moines, Iowa

May 4, 1987

## Bank Legislation Is in Low Gear

**B**ANKING legislation is moving through Congress at a slow pace, but the Senate and the House are using separate roadways and maps, making it difficult to determine if and when they will ever wind up at the same finish line.

The Senate's S.790, approved recently, is in limbo until House action is forthcoming. Senate Banking Committee Chairman William Proxmire had to take a back seat to committee members and fellow Senators in the final shape of that bill when he couldn't get the non-bank loophole closed as he had hoped, nor could he get expanded powers for banks—only one-year moratorium that places banks on hold for a year but allows competitors to grow unchecked.

House Banking Committee Chairman Fernand St Germain is committed to a "clean" FSLIC bill that will allow no amendments in order to expedite the re-funding of FSLIC to take care of its cancerous s&l problems. That bill had generally been bandied around in the \$5 billion range in the House as a "rescue" figure, although most Washington observers say a realistic minimum needed is \$28 billion. Last week it appeared that amount in the House bill would be raised to \$15 billion.

Whether any bill will get to the conference committee is conjecture at this point; also, House committee members have made it known they will not accept discussion of S.790 in conference since they have not held hearings this session on these topics.

\* \* \*

Elsewhere in the nation's capital, no further progress was reported late last week on discussions for an ag real estate loan secondary market. ABA, IBAA and life insurance companies had their months of discussions rudely interrupted by the Farm Credit System's proposal of two weeks ago, which effectively would place control of the entire secondary market mechanics in the hands of FCS and shut out the other participants from policymaking and control.

\* \* \*

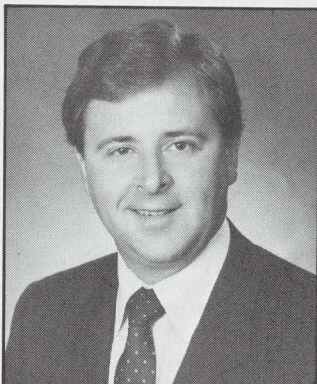
The FDIC continues to seek every possible means of expediting sales of newly failed banks, as well as the \$12 billion of assets it holds from failed banks of the past several years. The innovative approach of injecting an interest-bearing note into the newly-formed bank in a purchase and assumption was used

again recently when American State Bank in Osceola, Ia., took a \$2.5 million note as part of the assumption of \$8.3 million deposits.

In Montana and Utah, FDIC sold two failed banks at a discount so the purchasers could take over the entire banks and FDIC did not have to assume any assets. As reported in last week's issue, the new Peoples Bank of Deer Lodge, Mont., purchased the \$12.7 million assets of the failed Deer Lodge Bank and Trust Company at a discount of \$1,899,000. Similarly, FDIC sold the \$20.1 million assets of Bank of Iron County in Parowan, Utah at a discount of \$3,575,000. FDIC said it takes this approach when a buyer is agreeable and the transaction will minimize FDIC's loss.

FDIC also said it is studying ways to improve the bidding process by giving prospective bidders more lead time to prepare bids than the present one or two days advance notice. A revised procedure, it is felt, would make for better bids and possibly improve the number of bidders.

These actions, along with the new capital forbearance action, that eliminates a requirement of 4% minimum capital but relies instead on the viability of a submitted plan, reflect the intent of FDIC to seek more ways to assist banks and to minimize losses to the insurance fund.



## Together We Can Accomplish Great Things

Call Jerry Trudo, MNB Correspondent Banker  
319-398-4306 or Toll Free 1-800-332-5991

The  
Strength of  
Eastern  
Iowa

Merchants National Bank   
Cedar Rapids, Iowa 52401 Member F D I C A BANKS OF IOWA BANK





**Norwest Bank Des Moines, N.A.**  
Call (515) 245-3131 or toll-free (800) 362-2514  
Member FDIC



John Rigler

*Teamwork:  
one of the reasons  
we're first in Iowa.*



Mark Conway

\* \* \*

The ABA Leadership Conference at The Greenbrier last week saw a reconfirmation of ABA's pledge to seek a secondary market with equity for control and access to all participants. In addition, participants renewed support for non-bank loop-hole closure, expanded powers and proper re-funding of FSLIC. □

### Iowa News

The Iowa Bankers Association and Collin W. Fritz & Assoc. will co-sponsor "Qualified Plans, SEPs & 401-Ks After the Tax Reform Act of 1986" at three locations in May. Registration is at 8:30 a.m., with the seminar running from 9:00 a.m. until 4:00 p.m. Fee is \$125 for first IBA member, \$110 each additional; \$150 for first subscriber, \$135 each additional; \$175 for first non-member, \$160 for each additional. Dates and locations are: May 19—Stouffer's Five Seasons Hotel, Cedar Rapids; May 20—Savery Hotel, Des Moines; May 21—Siebens Forum, Buena Vista College, Storm Lake. To register contact the IBA office.

\* \* \*

The Iowa Young Bankers Association has extended an invitation to entry and mid-level managers from IBA-member commercial banks to join their association. There is no longer an age requirement for membership.

For more information about this worthwhile organization, call or write the IBA office.

\* \* \*

**CEDAR RAPIDS:** Jeffrey D. Hagen has joined Brenton Bank and Trust Company of Cedar Rapids as vice president. He will be involved with commercial loans and business development. Mr. Hagen previously served as vice president of Brenton Bank and Trust Co. of Vinton.

**MANSON:** Roger L. Loerch, president of Manson State Bank, has purchased controlling interest in the bank from Mrs. Jane Youell, widow of the late Gene Youell who was a well-known banker in the area for many years. Mr. Loerch is a native of Tekamah, Nebr., where he entered the banking business in 1954 with First National Bank. He was president of State Savings Bank in Aplington, Ia., from 1971-75, then moved to Manson as president of Manson State, the position he continues to hold.

**OSCEOLA:** Osceola State Bank & Trust Co. was declared insolvent on April 23 and was closed that afternoon by State Superintendent of Banking William R. Bernau. The FDIC accepted a high bid premium payment of \$62,558 from a group headed by James M. Schipper. The newly-formed American State Bank opened the following morning in the same quarters occupied by the de-

funct bank, with Mr. Schipper as president. Mr. Schipper resigned as president of Lamoni National Bank in Lamoni to accept his new responsibility. Osceola State Bank had \$8.3 million deposits, with assets of \$9.5 million. Clarke County State Bank in Osceola has assets of nearly \$70 million. They are the only two banks in Clarke County. The new bank has been capitalized at \$600,000, assumed about \$6.2 million in assets, and the FDIC injected an interest-bearing \$2.5 million note.

This was the fourth bank to fail in Iowa this year. The last one, First State Bank in Rockford, and the Osceola State Bank, were owned by the same parties, Donald R. Wubena, president of both banks, and Clarence DeBoom, chairman at Rockford and a director of Osceola State Bank.

### Minnesota News

**MINNEAPOLIS:** E. Thomas Welch has been elected president of Resource Bank & Trust. He will continue to serve as vice president of the bank's Minneapolis-based holding company. He joined the Resource Companies in 1984. In addition, Daryl Standafer was promoted to senior vice president. He joined Resource Bank & Trust in 1984 as vice president.

### Nebraska News

**OMAHA:** At Packers Bank and Trust Co., Terence J. Tvrdik has been promoted to vice president and cashier. He previously served as vice president of operations, and has been with the bank since 1970.

### Illinois News

**CHICAGO:** John E. Swearingen, 68, chairman and CEO, Continental Illinois Corporation, announced April 23 that the board will undertake a



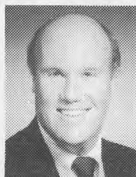
There Is A Difference In Banks...

**Valley National Bank**

Main Office - Sixth and Walnut  
DES MOINES, IOWA 50304

A BANKS OF IOWA BANK  
Member FDIC

For Professional Correspondent Service  
Call 1-800-622-7262



**JAMES F. MacLEAN**  
Vice President



**H. PETER DeROSIER**  
Vice President

**agri CAREERS, INC.**  
AG BANKING PERSONNEL SPECIALISTS



Jean 712/779-3567  
Massena, Ia. 50853



Sandi 515/394-5827  
New Hampton, Ia. 50659

**Confidential. Employer paid fees**





# **BINGO!**

***Our "free space" is reserved just for you!***

Believe it or not you can get something for nothing in today's world.

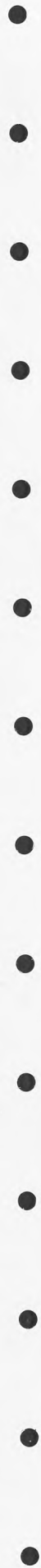
During the month of May our associates will give an office consultation **free of charge** to any banker who calls and mentions this advertisement. This is not a gimmick! Swords Associates is very serious about service and we want to prove it to you!

So call now to arrange for your "free space!"



**SWORDS ASSOCIATES, INC.**  
PROFESSIONAL BANKING CONSULTANTS

4900 Oak, Suite 301 Kansas City, MO 64112 (816) 753-7440





●  
**Find The Right  
Opening.  
Turn To . . .  
Robert Half.**



**We Know Every  
Turn in The  
Job Search  
Maze.**

● **OVER THE YEARS, BANKING PROFESSIONALS HAVE TURNED TO ROBERT HALF FOR EFFECTIVE CAREER PLANNING ASSISTANCE. ROBERT HALF'S BANKING DIVISION IS COMMITTED TO STRATEGICALLY MATCHING YOUR SKILLS AND INTERESTS WITH THE BEST POSSIBLE JOB OPPORTUNITIES.**

● **IF YOU WOULD LIKE TO JUST "TEST THE WATERS" ROBERT HALF IS THE NAME THAT YOU CAN COUNT ON. LET US HELP YOU THROUGH THE MAZE. OUR EXPERIENCED CONSULTANTS OFFER A PERSONALIZED APPROACH TO YOUR CAREER PATHING NEEDS. FOR A CONFIDENTIAL CONFERENCE CALL ROBERT HALF.**

●  
●  
●  
**BANKERS FOR  
BANKERS** SM

●  
*A Partial Listing of Currently Available Positions From  
Robert Half's Banking Division  
Minnesota Office (612) 339-9001*

●  
**AVP/COMMERCIAL LENDER.**

Dynamic rapidly growing asset based lender is looking for a strong commercial lender with 3 + years lending experience. Must be a strong technician with excellent communication skills.

Job #1533

To: \$38K + Bonus

●  
**EXECUTIVE & PROFESSIONAL BANKER.**

Major Minneapolis bank has a position available for a top quality professional in its prestigious E & P area. Must have 2 + years commercial lending experience, a top image and proven communication skills to interact with some of the Twin Cities top business leaders.

To: \$30K + great benefits

**NEW-BUSINESS DEVELOPMENT OFFICER.**

New York based credit company desires an asset based lender with 3 + years commercial lending experience to start up and develop new business relationships in the 5 state area. An exciting and challenging opportunity!

Job #1535

To: \$45K + Bonus

**VP/SENIOR COMMERCIAL LENDER.**

Large regional banking group seeks hard-charging individual to coordinate and direct its correspondent banking function in Twin Cities market. Desire 5 + years commercial lending experience, degree, and dynamic selling skills to make new business development calls.

Job #1536

To: \$47K

#### **CONTROLLER OPERATIONS.**

\$55mm bank in northern Minnesota needs a take-charge individual to oversee their bookkeeping, teller, security and plant maintenance functions. Qualified applicants will have 5+ years experience in operations and proven management skills.

Job #1537

To: \$35K

#### **VP MANAGER COMMERCIAL LENDING.**

Progressive \$45mm bank in a great North Dakota location is looking for a community-minded individual with 3+ years commercial lending experience. Results-oriented candidates should have experience in all lending areas.

Job #1538

To: \$35K

#### **AVP/COMMERCIAL REAL ESTATE LENDER.**

Major Twin Cities bank lender with a commitment to commercial real estate financing has an immediate need for a proven commercial real estate lender with 4+ years experience. This position will both administer existing deals in addition to soliciting new credits. Unlimited career pathing!

Job #1539

To: \$45K

#### **PRESIDENT - MORTGAGE COMPANY.**

Top performing bank holding company is looking for an aggressive personality with the ability to build a key mortgage house. The individual who takes on this start-up-situation will need 5+ years mortgage banking experience with time spent originating, top image, proven management skills and a degree. Super opportunity for an entrepreneurial individual!

Job #1540

To: \$100K +

#### **CONSUMER LOAN OFFICER.**

\$35mm bank in Southeast Minnesota needs a market-driven consumer lender with 2+ years experience. This career opportunity requires a degree with effective communication skills and top image.

Job #1541

To: \$24K

#### **BRANCH MANAGER.**

Prestigious Minneapolis banking group needs a branch manager in a northeast suburb. This position will manage a staff of 14 and direct the day to day operations of a \$55mm branch. This high profile position requires previous branch management experience or strong supervisory skills, a degree and outstanding selling skills.

Job #1542

To: \$27K + Bonus

#### **VICE PRESIDENT — TRUST ADMINISTRATOR.**

Rapidly growing trust company has a management opportunity available for a sales motivated individual to manage a staff of 5. Must have strong knowledge of employee benefits programs. Located in great Minnesota location.

Job #1543

To: \$50K

#### **AGRICULTURAL LOAN OFFICER.**

Clean bank one hour outside of the Twin Cities is looking for an agricultural lender with 3+ years experience, strong technical skills and knowledge of spread sheet analysis. Terrific Opportunity!

Job #1544

To: \$30K

#### **CREDIT ANALYST.**

Major Twin City bank is in need of an articulate credit analyst with 1+ years experience in spreading financial statements and reviewing trend analysis. Position will lead to commercial lending.

Job #1545

To: \$25K

#### **ASSISTANT VICE PRESIDENT—COMMERCIAL LENDER.**

A premier bank in the Twin Cities is looking for a commercial lender with 3+ years experience and strong business development skills. Great opportunity with upward career pathing potential.

Job #1546

To: \$45K

#### **INTERNAL AUDITOR.**

Take-charge personality is needed to establish an internal audit department in this Twin Cities bank. Looking for 3+ years internal audit experience, excellent communication skills and top image to report to the Board of Directors.

Job #1547

To: \$30K

*For Further Information Regarding Any of These Positions — or to Arrange An Interview Call or Send Your Resume*

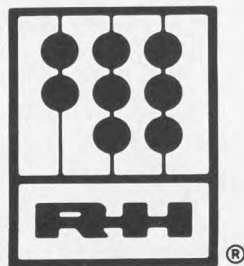
**Paul Genztkow**

**The Banking Division**

**Robert Half of Minnesota, Inc.**

**3636 IDS Center, Minneapolis, MN 55402**

**(612) 339-9001**



**ROBERT  
HALF**



# FirstTier<sup>SM</sup> Correspondent Services

More of what it takes  
to serve you well.



**FirstTier<sup>SM</sup> Banks**  
Lincoln • Omaha

FirstTier Bank, N.A., Lincoln and FirstTier Bank, N.A., Omaha, Members FDIC

search for his replacement. Mr. Swearingen will remain in his present position until a new chairman is elected. William S. Ogden, 59, chairman and CEO of Continental Illinois National Bank, has agreed to continue for the present in his current job and as a director of the holding company. They both joined Continental April 13, 1984, after the FDIC completed its assistance package following Continental's severe troubles with loan losses and deposit withdrawals. Mr. Swearingen earlier had been CEO for 23 years of Standard Oil Company (Indiana) and retired in 1983 as its chairman. Mr. Ogden, after 31 years of service, retired in 1983 from Chase Manhattan Corporation and Chase Manhattan Bank as vice chairman and chief financial officer.

**CHICAGO:** David W. Fox, 55, has been appointed president and chief operating officer of Northern Trust Corp. and its lead bank, Northern Trust Company. Mr. Fox previously was vice chairman of both the holding company and the bank since 1981 and was head of commercial banking. He succeeds Charles H. Barrow, who resigned as president last September. Weston R. Christopherson, chairman and CEO of the holding company, had held the presidency awaiting appointment of a new president.

William A. Osborn, formerly head of the U.S. corporate group, has been named executive vice president and succeeds Mr. Fox as head of commercial banking. John H. Sutfin, executive vice president, will assume the additional position of chief financial officer of the holding company and the bank.

## Montana News

**LEWISTOWN:** First Bank System has announced the sale of First Bank Lewistown, with \$101.4 million in assets, to Jim Bennett, president of First Citizens Bank in Bill-

ings, and John Vucurevich, who owns banks in Montana, South Dakota and Wisconsin. The sale was part of the package of 28 banks with a total of 45 locations that FBS put on the market in August, 1985, in an announced restructuring that would allow FBS to focus its resources on other selected markets and products. This reportedly is the 44th location to be sold or to have an agreement for purchase.

## North Dakota News

The North Dakota legislature has passed a bill that would permit the Otto Bremer Foundation to sell its nine North Dakota banks to a buyer from outside the state of North Dakota. The vote was 36-19, with heavy opposition from the Independent Banks of North Dakota. The Bremer Foundation, like all other charitable organizations, has until May 26, 1989, to divest itself of income producing properties. The foundation wants to sell all the Bremer banks in North Dakota, Minnesota and Wisconsin in one

package to maximize its return to give the Foundation the largest package of funds possible. The North Dakota bill, already signed into law by Gov. George Sinner, will be effective July 1 only if Minnesota passes its similar law permitting the Bremer Foundation to sell the banks to a holding company outside that state.

The North Dakota law requires Bremer Foundation to continue its minimum of \$3.46 million in grants in North Dakota, and also provides some protection for minority stockholders.

Although the NDBA was neutral, the IBND opposed the measure. Similarly, the Independent Bankers of Minnesota oppose the same measure in their state.

The Bremer Foundation owns 25 banks and 34 businesses in three states with a value of \$110 million, and maintains that a package sale would attract an additional \$60 to \$70 million in premiums over book, thus giving the Foundation more funds for charitable work.

## Confused About How A Bank Consultant Can Help You?

**Jack Canaday and Associates, Inc.**

would like to help answer your questions.

**Call us (402) 551-7005**

## SERVING THE UPPER MIDWEST



Diane Evans

## REGENCY RECRUITERS, INC.

1102 Grand Avenue,  
Kansas City, MO 64106  
816/842-3860

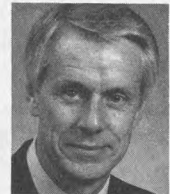
Serving bankers quietly and efficiently.

## CAPITAL PERSONNEL SERVICE

714 First Interstate Bank Building  
Des Moines, Iowa 50309  
515-283-2545

## We Can Help With Your Employment Needs!

Specialists in  
Bank Recruiting  
and Consulting  
Since 1971



David L. Hansen, CCP



## HAMILTON ASSOCIATES

100 Court Ave., Suite 306  
Des Moines, Iowa 50309  
515/282-0221

## WANT ADS

Rates are \$5.00 per line per insertion. Add \$3.00 for file letters per insertion. Identify of file letter advertisers cannot be revealed.

**NORTHWESTERN BANKER**  
1535 Linden St., Suite 201, Des Moines, Iowa 50309  
Phone 515/244-8163

### Estate Appraisals

### Purchase of Collections

### Sale of Rare Coins

Reliable and respected service for over 20 years

Used by bankers throughout the midwest

## Ben E. Marlenee Coins

913 Locust  
Des Moines, Iowa 50309  
515-243-8064

### Holder and Associates Bank Consultants

Specializing in Bank Acquisitions  
515-232-0814

P.O. Box 450 405 Main Ames, Iowa 50010  
**DONALD E. HOLDER, Principal**

### POSITIONS AVAILABLE

**CORP. BANK TRAINER**—Need experience in training people in new products and use of same. Some travel. Omaha. To \$32K.

All fees are paid by our client employers.

**Richard L. Beem, CPC**  
**GUMBERT EXECUTIVE EXCHANGE, INC.**  
11246 Davenport Street  
Omaha, NE 68154

Phone: 402/330-3260

Member National Personnel Associates  
We're Nationwide

### POSITIONS AVAILABLE

#### SR. V.P.

Sensational oppty in \$45M bank seeks Sr. Loan Officer who has ag/comm'l exposure. This position offer #2 spot in fast growing small bank group. \$42K.

#### AG LOAN OFFICER

Fast track position for 3-5 yr bank ag lender who has insurance & FmHA skills. Bank is high profit, high R.O.A. bank near lrg city. Person will be promoted to V.P. w/in yr. \$29K.

#### COMM'L LENDER

College community bank that has strong comm'l portfolio. Seeks senior comm'l lender to oversee \$24M portfolio. Proven lender must have 5+ yrs lending in \$120M + bank. \$37K.

#### AG LENDER

Growing ag bank in 2K town seeks 1-3 yr ag person for lender position. Should have computer, operations & FmHA knowledge. Long term could lead to senior spot in \$25M institution. \$25K.

FOR FURTHER INFORMATION CONTACT KURT ROSENCRANTS



**ROBERT HALF**  
accounting, financial and edp personnel specialists

317 6th Ave, Ste. 650  
Des Moines, IA 50309  
(515) 244-4414

ALL FEES COMPANY PAID

### CORPORATE TRUST OFFICER

First Interstate Bank of Des Moines, N.A. is seeking a manager for its corporate trust services department. This position is responsible for the management of the employee benefit, corporate trust and stock transfer functions of the trust divisions. Candidate should have a business related bachelors degree, a minimum of 5 years experience in employee benefits and should possess business development skills. Professional credibility and good interpersonal skills necessary. Competitive salary and benefits package available. Send resume and salary requirements in confidence to: Shirley Poertner, VP Human Resources, First Interstate Bank of Des Moines, N.A., 6th & Locust, Des Moines, IA 50309. E.O.E.

### POSITION AVAILABLE

**PRES/CEO.** \$65MM Bank. Current PRES/CEO retiring. We are looking for an innovative, aggressive, and analytical leader. Excellent compensation. Send resume to File No. WIR c/o Northwestern Banker. (PA)

**RETAIL LENDER** - Progressive 26M bank seeks professional department manager experienced in all facets of retail lending. Excellent growth opportunities. Send resume or contact James O. Sodey, President, Iowa State Bank, Fort Madison, Iowa. (PA)

**AG LOAN OFFICER.** \$23MM community bank seeking someone with 2-3 yrs. ag lending exp. Hiring replacement for a recent retirement. Excellent position for a person on the way up the career ladder. Micro computer exp. helpful. Contact Larry Wangrud, Box A, New Sharon, IA 50207. (515) 637-4196. (PA)

**OPERATIONS OFFICER** - Eastern Nebraska location. Should be experienced with in house computer system. Experience on NCR Banker 80, software a plus. Send resume to File No. WJA c/o Northwestern Banker. (PA)

**CONSUMER BANKING MANAGER**—Davenport Bank has an excellent opportunity. Will manage several consumer banking functions, including: IRA, discount brokerage, main bank tellers, quality control. Preferred candidate will have a college degree, supervisory experience, consumer finance services, bank operations experience. Excellent fringe benefits. Salary commensurate with experience. Send resume and salary history to: Personnel Department, Davenport Bank & Trust Company, 203 W. 3rd St., Davenport, IA 52801. E.O.E. M/F. (PA)

**EVP**—\$91MM bank. Overall bank functions. 10 yrs. exp. Develop, implement, supervise & document policies. Position leads to Pres/CEO. Send resume to File No. WJB c/o Northwestern Banker. (PA)

### DON W. SCHOOLER Jr. AND ASSOCIATES

"Successful Banking is Quality Personnel"

### POSITIONS AVAILABLE

**CONTROLLER**, comes from billion dollar framework, division head background. . . . . \$80,000

**CREDIT REVIEW OFFICER**, \$100mm+, college town, top bank. . . . . \$25,000

**COMMERCIAL LENDER** w/secondary r.e. mkt. knowledge, 20,000+ pop., rated 2. . . . . \$32-\$35,000

**WORK OUT SPECIALIST**, large credits only, metro area. . . . . \$50,000

**VP**, \$80mm bank, 1 rated, strong ag & bus dev. . . . . \$35,000

**PRESIDENT**, \$40mm, heavy ag, strong community relationships. . . . . \$55,000

**COMMERCIAL VP**, experience from \$300,000-\$3mm, degreed, 5 years min. . . . . \$44,000

**COMMERCIAL VP**, 6-figure background w/strong r.e., top metro bank, \$100mm. . . . . \$40-\$43,000

**SVP**, #2, lake area, strong ag, strong bus dev, 2 rated, \$50mm. . . . . \$45,000

**PRESIDENT**, \$35mm, under 3,000, solid group, strong cattle & dairy. . . . . \$55,000

**AG LENDER**, blue collar town, PCA or FLB background, near major metro & univ. . . . . \$35-\$40,000

**DON W. SCHOOLER**  
2508 East Meadow  
Springfield, Missouri 65804  
(417) 882-2265

## NEW OPPORTUNITIES

**AG LOAN** position for a promotable ag lender with several years experience. . . . . To \$30,000

**COMMERCIAL LOAN POSITIONS.** Prefer college grads with two to five years experience. . . . . To \$55,000

**EDP AUDITOR** with two or more years EDP audit experience. IBM, DOS, MVS. . . . . To \$30,000

### Financial Careers, Inc.

Two Ruan Center/Suite 1000, Des Moines, IA 50309  
515/245-3786

Employer pays fee.

Please contact Lorraine Lear or Malcolm Freeland concerning these and other Midwest banking opportunities.

### FOR SALE

**RECONDITIONED**  
**BRANDT** Coin Sorters-Counters  
**BRANDT** Currency Counters  
New Warranty  
402-571-5577

### POSITIONS AVAILABLE

#### VP TRUST ADMINISTRATOR

Have you been passed over? Ready for a new challenge? A top ranked MN trust co located in a great city is looking for a sr level trust administrator. This position will interact with the affiliate bank network to develop new business and administer existing relationships.

To \$50K. + Bonus.

Job #NW1569.

#### CORRESPONDENT BANKER

Do you enjoy business development? How does managing the correspondent function of a top performing regional bank sound? This premier outfit is looking for an aggressive com'l lender with 4+ yrs com'l lending exp to develop correspondent relationships in the Twin Cities. Must be degreed and have proven business development skills.

To \$45K.

Job #NW1570.

#### AG LOAN OFFICER

Time to leave those "false promises" behind? A \$43mm holding co. bank is looking for a technically oriented ag loan officer with 3+ yrs exp. This is a clean bank located within an hour of the Twin Cities. A thorough knowledge of spread sheet analysis and the FmHA guarantee program are desired.

To \$30K.

Job #NW1571.

FOR MORE INFORMATION  
CONTACT PAUL GENTZKOW  
OR JEAN TODD



**ROBERT HALF**  
**OF MINNESOTA, INC.**  
accounting, financial and edp personnel specialists

3636 IDS Center  
Minneapolis, MN 55402  
(612) 339-9001

ALL FEES COMPANY PAID

### POSITIONS AVAILABLE

**COMM'L LOAN** - \$50MM suburban bank with excellent growth and earnings history. Handle majority of commercial credits. Report directly to President. \$38K

**CEO** - suburban de novo bank. Experience as CEO or COO required. Strong commercial loan and business development skills desired. Open

**LOAN REVIEW** - large urban bank affiliated with major midwestern holding company. Degree and 2-3 yrs. loan review/workout experience desired. \$30K

**TRUST OFFICER** - medium size community bank with growing trust dept. JD preferred but not mandatory. \$27K

**COMM'L LOAN** - \$100MM community bank. Supervise commercial lending function. Future advancement possible. \$45K

Additional positions available in midwestern states for experienced bankers.

### TOM HAGAN & ASSOCIATES

2024 Swift - Box 12346  
North Kansas City, MO 64116  
816/474-6874

"Serving the Banking Industry Since 1970"

Vol. 16 No. 3 Northwestern Banker Newsletter (USPS 873-300) is published weekly by the Northwestern Banker Company, 1535 Linden Street, Suite 201, Des Moines, Iowa 50309, (515) 244-8163. Subscriptions \$1.00 per copy, \$24.00 per year. Second class postage paid at Des Moines, Iowa. Address all mail subscriptions, changes of address (Form 3579), manuscripts to Northwestern Banker, 1535 Linden St., #201, Des Moines, Iowa 50309.