

**Why do business with me?**

“ I have found Mark Gurley (Legatus Memoria) to deliver what they promise, in a professional and responsive manner, and with the best interests of the bank in mind.

Jim North, CEO  
FNB of St. Ignace, MI

“ I have found Mark to be a good listener who is truly interested in our objectives as a company and willing to spend the time and effort to explain and demonstrate the various nuances of BOLI (and other insurance products) that helped us reach the level of comfort required to make our initial investment.

*We just completed our second investment. I went directly to Mark because I trust him and know he will look out for our best interest, whether that is provider, insured mix, coverage or regulation related.*

David Firack, CEO  
Old Mission Bank, Sault Ste. Marie, MI

“ Mark is very knowledgeable about the products and services he presents to banks and he makes every effort to make it as simple a process as possible for bankers.

Steve Kendall, President  
Spencer County Bank, IN

“ Mark was very helpful and had tremendous follow through. We had a SERP plan that was implemented after the BOLI sale. Mark continued to stay in touch to help make sure that our attorney and The Pangburn Group had all the necessary requirements long after the BOLI sale was complete.

Roma Sayre, CEO  
Home National Bank, Racine OH