

# It's all about the relationship.



**Verbal Blakey, Vice President BHMG (left) with Donna Kramer, Southern Commercial Bank Branch Manager**

When your business philosophy is 'to work with customers the way they want to work with you', then it's no wonder Verbal Blakey moved all of her banking business to Southern Commercial Bank.

Verbal is Vice President of **Barnes, Henry, Meisenheimer & Gende, Inc.**, an electrical engineering firm serving municipalities and utilities in Missouri and surrounding states. She's also treasurer of Roger's Elementary school PTO and a busy mom.

Verbal was introduced to Southern Commercial Bank because of location but it was the relationships she formed with our manager, Donna Kramer and the other members of the staff that made her move the PTO relationship and her personal accounts. So, when it came time to review BHMG's banking needs, she confidently recommended to her business partners that the company switch to

Southern Commercial Bank.

"Right from the start, I could see that Southern Commercial Bank set the bar high in terms of making the environment friendly," says Verbal. "The bank looked at our relationship long term and made smart suggestions that would save me time and money over the long run. Plus the electronic services were better. The remote deposit equipment was more reliable, the online banking was more user-friendly. I never had to conform to a pre-determined set of guidelines. Instead, the bank was eager to meet my needs on my terms. They did business the way my firm does business."

"Plus," Verbal adds laughing, "they were really nice to my kids."

## Southern Commercial Bank

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