



J. OUTLAW CONSULTING

EXPERT VENDOR CONTRACT NEGOTIATIONS

“We had no idea just how little we understood the check printing business... but J. Outlaw Consulting negotiated a lift of net revenue well into the six figures with hundreds of thousands of dollars over the contract term, without changing our vendor.”

MARK INGALLS, CFO AND COO | DEDHAM SAVINGS BANK, 1.4 BILLION IN ASSETS



JIMMY OUTLAW

With more than thirty-five years experience in the check printing industry, Jimmy’s sales, marketing, and leadership skills are unrivaled. He has been a top performing sales executive, a driver of growth and a passionate leader.

**Speed, Simplicity,
Trust, Results.**

There are few people in the check printing industry that know the business as well as Jimmy. His enthusiastic and dedicated client advocacy has saved community banks millions of dollars in expenses and helped to create new revenue.

COMMITTED: Our team is *your team* for the entire contract term.

SINCERE: *No extra fees.* We cover all of our own travel expenses.

FLEXIBLE: Billing audits as often as needed over the contract term.

TRANSPARENT: Know how your check program compares to others.

PRODUCTIVE: We do all the work, saving you months of time and effort.

ENGAGED: If you change vendors, we attend every implementation call.

Drive the cost out of your check program, and increase new revenue.

SERVICES

TIER 1: Significantly reduce check program expense and generate new revenue.

TIER 2: New revenue growth plans and objective overview of selected vendor’s products and services.

MARKETING & CREATIVE SERVICES: Refresh your web site, add content, create an email campaign to retain your account holders.

ALL WE NEED TO GET STARTED:

- 1 Signed Contract with J. Outlaw Consulting
- 2 Signed NDA Agreement
- 3 Six weeks of detailed billing invoices
- 4 Vendor notification on bank letterhead, authorizing J. Outlaw Consulting as the main point of contact (template provided.)

OUR SIMPLE
PROCESS



DISCUSS
OPPORTUNITY



PERSONAL VISIT #1
EXECUTIVE TEAM



NEGOTIATIONS WITH
CHECK PROVIDER



PERSONAL VISIT #2
OPTIONS & RESULTS

Please contact Jimmy Outlaw at 803-730-2464 for excellent client references, and visit joutlawconsulting.com.

EXPERT CHECK CONTRACT NEGOTIATIONS



J. OUTLAW CONSULTING

EXPERT VENDOR CONTRACT NEGOTIATIONS

CITIZENS BANK, NM / 704 MILLION IN ASSETS

JENNIFER WELLER, COO: 505-599-0197

JenniferW@cbnm.com

DEDHAM SAVINGS BANK, MA / 1.5 BILLION IN ASSETS

MARK INGALLS, EVP AND CFO: 781-320-1443

mark.ingalls@dedhamsavings.com

QUAIL CREEK BANK, OK / 650 MILLION IN ASSETS

DIANA PRITCHETT, FINANCIAL LITERACY COORDINATOR: 405-242-2804

dpritchett@quailcreek.bank

CAROL FEHRLE, EVP AND COO: 405-242-2876

cfehrle@quailcreek.bank

ERIN BATEY, CCIO AND SVP: 405-210-7069

ebatey@quailcreek.bank

FIRST AMERICAN BANK, NM / 1.3 BILLION IN ASSETS

BRETT MILLS, EVP AND CFO: 575-649-5167

bmills@firstamb.com

Speed, Simplicity, Trust, Results.

JIMMY OUTLAW, PRESIDENT: 803-730-2464 / VISIT JOUTLAWCONSULTING.COM



J. OUTLAW CONSULTING

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“It was a pleasure working with Jimmy and Outlaw Consulting to negotiate our check vendor contract. Jimmy was able to negotiate substantial cost savings/enhanced income with our current vendor and other check vendors.”

“We ultimately decided to change vendors. Jimmy was there every step of the way with the project to switch vendors to ensure a smooth transition. We could not be happier with the change of vendor process which was seamless to our members. I highly recommend that any credit union or community based bank utilize Jimmy to negotiate their check vendor contract.”

STEVE LATTUCA, SVP AND CFO
HERITAGE TRUST FCU

“Working with Jimmy and Outlaw Consulting was the best decision we made to negotiate our check vendor contract. We were able to save more money than we ever expected over the contract term while reducing the cost to our customers. Jimmy speaks the check language and personally knows all the key players from the major check vendors. Glad to have Jimmy and associates with Outlaw Consulting on the SAB team.”

DICK BURCH, EVP AND CFO
SOUTH ATLANTIC BANK

“Thank you so much for the outstanding contract negotiations you provided on our behalf! They’ve proven to be financially beneficial, and we are grateful.”

**ERIN BATEY, CHIEF COMMUNICATIONS
& INNOVATIONS OFFICER, SVP,**
QUAIL CREEK BANK, N.A.

“Jimmy was easy to work with on our check contract negotiations and took the work out of our hands.”

“Since he knows the check industry we were able to tailor our new contract to maximize the benefit to our bank. His historical billing review approach was a win for us and our customers. Jimmy was professional and responsive to our questions all the way through to the billing review.”

BRETT MILLS, EVP AND CFO
FIRST AMERICAN BANK

“Jimmy was a great help in helping our new bank meet our opening date. His deep knowledge of the industry helped us navigate our vendor contracts. I highly recommend you give Jimmy a call and learn how he can help your bank!”

**GARY MCCLANAHAN, CO-FOUNDER, EVP
AND CFO, WATERMARK BANK**

“We had no idea just how little we understood the check printing business until we engaged J. Outlaw Consulting to assist us with our most recent contract. We thought we had a pretty good contract, but J. Outlaw Consulting negotiated into our latest check printing contract an annual lift of net revenue well into the six figures with hundreds of thousands of dollars over the contract term, without changing our vendor.”

MARK INGALLS, CFO AND COO
DEDHAM SAVINGS BANK

“Thank you for guiding us through the process, we are grateful for your expertise.”

JENNIFER WELLER, COO
CITIZENS BANK

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“It was a privilege and honor to work for Jimmy as my sales manager for seven years. His commitment to his salespeople, the company, and the bank customers was unrivaled. Any community bank that utilizes Jimmy for his consulting services will benefit working with a true sales professional with integrity and dedication!”

SCOTT RANDALL, REGIONAL VICE PRESIDENT, DEI INCORPORATED

“I’ve known Jimmy for several years. Jimmy was sales manager for a company that is a Preferred Service Provider of my employer, so I have worked directly with him. Jimmy is always in a great mood, cares about his clients and his business partners and is a terrific salesman. While the sale is very important to Jimmy, his approach is one of integrity. You don’t feel like you are being sold. If I needed a highly-effective, energetic, affable salesperson, I would call him in a minute.”

DANIEL CLANCY, EXPERIENCED ASSOCIATION EXECUTIVE-BUSINESS DEVELOPMENT

“Jimmy and I have known each other for over 35 years and have worked together in some capacity for almost all of them. One of the best compliments I can give is that I truly look forward to every interaction I have with him. His passion for his work is contagious and rubs off on everyone he is around.”

CHRIS DILORENZO, PRESIDENT/ CO-FOUNDER, THE JAMES PAUL GROUP

“Jimmy is an outstanding person as you will hear from everyone who knows him. I first got to know him as a strong honest competitor who you had to respect because of his consistent results. In our second careers, we became friends calling on the same national account helping each other build our business. The reason we all enjoy Jimmy’s company is his positive outlook on life and business.”

STEVE GARRETT, FORMERLY SENIOR ACCOUNT EXECUTIVE, PROFITSTARS

“I’ve had the pleasure of working with Jimmy for 20+ years. Jimmy is the consummate sales leader. He is extremely competitive, yet able to balance fun, strategy, and efforts; cheering for everyone’s success along the way! His focus to achieving stated objectives results in strategy, execution and goal attainment. His likable personality is welcomed by all -customers and team members alike. His professionalism, skill and knowledge are admired by all that have the fortune to know him. Jimmy is a paramount man. A person of great faith, principle and character.”

STEVE MCILHANEY, SENIOR VICE PRESIDENT, CORRESPONDENT BANKING

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