



GENERAL COUNSEL PREMIUM PROGRAM CASE STUDY

First Independent Community Bank* is a \$2.5 billion dollar bank interested in rounding out its commercial lending capabilities to capture new loan types, including equipment financing and CDAR-based lending. The bank has also identified potential opportunities for offerings in wealth management and private banking for long-time clients in its primary markets.

SOLUTION

Following a referral to Farley Law for assistance with exploring options for offering wealth management offerings through the bank or an affiliate, the bank concludes that establishing a joint servicing and referral arrangement with a reputed broker-dealer and RIA firm under Regulation R would permit the bank to build a deeper relationship with its lending clients who also have long-term insurance and wealth management needs.

ACTIONS

The Bank determines to engage Farley Law to assist with establishing the wealth management program in a new subsidiary of the Bank. As the Bank is also interested in developing additional lending capabilities, the Bank engages Farley law through its General Counsel Premium program for a pre-determined period of 3 months to meet and work with management and the board to (a) assist with establishing the new subsidiary wealth management program, and (b) assist with identifying and developing new lending capabilities suitable to the Bank's market area and within the Bank's expertise. Management will work with attorneys at Farley Law to develop appropriate policy and procedure for the program. The Bank will have the option to use Farley Law's BankDocs Pro™ program which will customize and automate the preparation of lending documentation to fit the needs of the Bank. Thus, the Bank will not be reliant on pre-built or static lending modules prepared by technology vendors to make its loans.

The General Counsel program at Farley Law lets the Bank engage specialized banking counsel on a regular basis at a predictable cost. While you may hire us for a short time to take care of a specific matter, we know that there is tremendous value in establishing a long-term relationship. Establishing a relationship where we can meet and discuss needs and objectives regularly lets us move from putting out fires and closing loans to building strong legal foundations and paving the road for new opportunities and sustainable growth.

** While First Independent Community Bank is fictional, this case study represents common opportunities we feel are worth exploring for our community banks.*



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BANK GENERAL COUNSEL PROGRAM

Through the Bank General Counsel Program, Farley Law offers you all the legal information and services you need to feel secure in your decisions and confident in opening new programs. The program offers four tiers of legal access to meet whatever amount of legal needs you may have.

- **Known Legal Expense**

By choosing one of the four program tiers, you have a known legal expense with no costly surprises.

- **Proactive Approach to Business**

You can confidently move forward with solutions to existing challenges or with new strategies to further enhance your bank's business.

- **Cross-Pollination of Ideas**

Our breadth of experience allows access to ideas, information, and opportunities that cannot be produced internally by any one institution.

- **Elevate the Quality and Services of Your Bank**

Have the legal expertise you need to finally deal with your legal questions and build the service offerings you would like to have.