

## Sample CEO Memo to Directors, Officers and Staff

[Date]

[Name]

[Address]

[City, State, Zip Code]

Alliance of Bankers for Wisconsin (ABW)

Dear [Personalized Name]:

Today I am asking you to make **an investment in both the health of our bank and Wisconsin's economy**. Your personal contribution to the Wisconsin Bankers Association's political conduit account, the Alliance of Bankers for Wisconsin, does just that. The ABW conduit allows you to direct dollars to the pro-banking candidates of your choice. The ABW conduit triples the impact of a single contribution by sharing the credit between the individual banker, the bank he or she represents and the banking industry as a whole.

**WBA uses the generous contributions of its member bankers to help elect pro-banking candidates and defeat anti-banking candidates.** I think we've seen what it means when anti-banking legislators are in charge: more red tape and higher taxes. Proposals on the federal and state levels would change the way we offer products, process electronic payments, raise capital, make new loans and even how we talk with our customers. The policies of anti-bank government officials hurt the economy, which lessens business – and profits – at our bank.

Pro-banking lawmakers cut unnecessary regulation and lower taxes. They support policies that spark economic growth and job creation. **Personal dollars we invest today in getting pro-banking officials in office pays off for our bank's bottom line tomorrow!**

The special interest groups who constantly assault us are not resting on their heels. They are constantly raising money to spread misinformation and demonize the banking industry. **We need to fight fire with fire...and I am asking you to join me in the firefight!**

We must change the debate in Madison and Washington. Wisconsin banks and bankers are the lifeblood of our communities. We must do a better job of telling our story. One way to do that is through political donations. This sends a clear message to lawmakers that we are active, involved and will fight anti-banking legislation and the lies said about our industry.

If you have any questions about the ABW conduit or how your contribution would be used, please do not hesitate to contact WBA's **Mike Semmann** at [msemmann@wisbank.com](mailto:msemmann@wisbank.com) or 608-441-1206.

I have included an ABW political conduit fund brochure for additional information. I hope that you will consider my request. Your personal involvement in protecting our industry will benefit us all. **Please make a financial commitment to the ABW conduit today.**

Sincerely,

(Bank CEO)