

Jay Miller

From: Robert Livingston <Robert_Livingston@MechanicsBank.com>
Sent: Friday, October 31, 2025 2:04 PM
To: Daniel Wiebe
Cc: Jay Miller
Subject: Win from Jay Miller referral

This message was sent securely by Mechanics Bank®

Dan,
Yesterday, I picked up a \$700,000.00 check from [REDACTED] Construction and deposited to a new checking account. Another 300k is expected. The customer is transferring the entire relationship from Bank of America to Mechanics Bank. This began several years ago with a referral from Jay Miller. The prospect cancelled the first appointment. Jay and I both followed up several more times. Finally, this summer, the owner called me and said "When can we meet!" He had slammed the phone down with Bank of America one too many times and knew it was time to find his forever Bank. Next steps are to open business credit card, introduce ACH for payroll, and open personal accounts.

Jay, this is a perfect client for Mechanics bank. They have need for some advanced services, but importantly, they are looking for a relationship with their bank. It was thanks to you and our persistence together that finally brought them in. We showed them there is a difference and we are able to offer them a far better banking experience. Thank you, Jay! This will be a great new client for Mechanics Bank.

Bob Livingston
VP/Branch Manager

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HomeStreet Bank is now Mechanics Bank.