



## NORTH SHORE BANK

*The Bank of You*

My name is Roy Whetter. Some of you may know me from the credit desk. I have been reassigned to help North Shore Bank move the increased level of surrendered and repossessed boats and RVs.

I realize that our best distribution channel is through our wide ranging dealer network. I have developed a process to offer these units for sale to the public from our used vehicle lot in West Allis while simultaneously allowing our dealers to purchase them at a discounted price. Please read the following introduction document and talk with your Regional Account Manager or myself about the details. For those of you anxious to get started, the entire program is posted on our dealer website behind the normal password.

With your help, North Shore Bank wants to improve the process to deal with surrendered or repossessed boats, RVs and vehicles. This is an effort to make the transition from the customer to the Bank and into the hands of another owner as quick and painless as possible. We have tried to make this as automatic of a process as possible to minimize your Dealership's time and labor.

Please review the online documents ([www.northshorebank.com/business/dealers](http://www.northshorebank.com/business/dealers)) and feel free to contact me or your Regional Account Manager with any questions or comments. This is meant to be a partnership effort to sell these units for the benefit of you and the Bank.

1. Dealer Process for acceptance and inspection
2. Clean up and inspection billable costs by type of unit (This needs to be signed and returned prior to work being done)
3. Copy of North Shore Bank Brokerage Agreement
4. Explanation of our mutual expectations

Your Regional Account Managers have contacted many of you to come up with the normal "cost for the cleanup and mechanical check of these units". We used the data to come up with an average cost. This is the basis for the benchmark amounts we used in the billable costs described in #2 above. Hopefully, with agreed upon costs and timeframes we can more quickly prepare and sell these units.

After North Shore Bank pays for the inspection and cleaning of these units you will have the opportunity to determine what value the unit may have for your dealership and make an offer to purchase the unit. North Shore will transport many of the units you do not want to purchase to our Sales lot in Milwaukee for sale to the public. Other units, if you agree, will stay on your lot for sale on a consignment basis.

We, at the Bank, value your business and strive to improve all facets of our relationship from processing the initial credit application to sell your inventory, through to the sale of our Bank owned units.

If you have any issues with a particular unit or questions in the future please contact me.

Thanks.  
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