



GUARANTY TRUST
C O M P A N Y

February 15, 2001

Dear ATG Member,

Since its inception over thirty-six years ago, ATG has championed the cause of the transactional lawyer through its commitment to service, product variety, and advocacy efforts. ATG makes it a priority to offer programs that enhance your practice by allowing you to offer more to your clients. These programs provide you with the tools to foster client relationships, create new business, and increase law firm revenue. Most importantly, ATG helps you establish and maintain your role as your client's trusted adviser.

Title insurance, and other services related to real estate, is the bedrock upon which this company is built. But today's ATG is not just a title insurance company. Over the last ten years, the ATG Board of Directors and management have identified and capitalized on less traditional services that bring additional opportunities to lawyers and create significant value to the profession and their clients:

The Judicial Sales Corporation – Judicially-approved real estate auction sales for you and your lender clients.

Capital Funding Corporation – Loan origination services for clients from your office.

Guaranty Trust Company – A full-service, independent trust company to help you provide for your clients' investment planning and trust needs.

Establishing Guaranty Trust Company (GTC) was a bold decision, but one that was formulated in response to the needs of ATG members. GTC has now been in existence for a little over two years. It is growing at a significant pace and is meeting the trust and investment management needs of participating members' clients.

Because of the success of this major step into the world of financial services, the ATG Board and management team is considering expanding the menu of financial services by contemplating the formation of a bank. We would still provide a full array of trust and investment management services while adding traditional bank services for members and their clients.

We need your assistance as we evaluate this concept. Please take a few moments to complete the attached survey. The results of your input will be presented to your Board at its April 2001 meeting. We would appreciate it very much if you could complete the survey and return it to us by March 1, 2001.

Sincerely,

A handwritten signature in cursive script, reading 'Henry F. Blacharczyk'.

Henry F. Blacharczyk
President – Guaranty Trust Company



SURVEY

1. If ATG organized a bank, which of the following services would you like to have available to you, your firm, or your client?

- a. Checking Account ☐
- b. Money Market/Savings Account ☐
- c. Certificate of Deposit ☐
- d. Credit Cards ☐
- e. Loans and Lines of Credit:
 - i. Personal ☐
 - ii. Commercial ☐
 - iii. Automobile ☐
 - iv. Home Equity ☐
- f. Other _____ ☐

2. Of the services listed, which ones do you think you would use?

- | | Definitely | Maybe | Not at All |
|--|------------|-------|------------|
|--|------------|-------|------------|

3. If an opportunity to invest in this proposed bank were offered, would you consider purchasing stock in the initial offering to raise capital for this enterprise?

Definitely Maybe Not at All
☐ ☐ ☐

4. To further help us in our deliberation about establishing this entity, we would appreciate any comments you would like to offer:

Name: _____

Firm: _____

Address: _____

Phone: _____

E-mail: _____

Please return your survey by March 1, 2001.

VIA MAIL:
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Chicago, IL 60602-3108

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Thank you.