



TBA Endorses Equias Alliance's BOLI and Executive/Director Benefits

The Tennessee Bankers Association announces the endorsement of Equias Alliance, LLC's BOLI and Executive/Director Benefit consulting services. Equias Alliance, a team that includes 35 experienced former consultants and technical support team members of Clark Consulting, will continue to serve the nonqualified benefit plan and BOLI needs of the clients they developed while working with Clark Consulting as well as provide services to new client banks in Tennessee and across the nation. David Shoemaker, CPA/PFS, CFP® and Linda Radley, CPA, based in Memphis, Tennessee, are principals of Equias Alliance and have over 30 years of experience working with Tennessee banks on these programs. The seasoned Equias Alliance team currently represents over 700 bank clients, has 350 years of combined industry experience and includes 8 CPA's, 2 attorneys, 7 MBA's, 3 CLU's, former bank officers, directors and regulators, as well as many other designations and licenses.

"Our objective is to continue to provide our bank clients with the most comprehensive and thorough solutions available in the design, implementation and administration of nonqualified deferred compensation programs as well as the purchase of Bank Owned Life Insurance (BOLI)", said David Shoemaker, Principal of Equias Alliance. "We continue to seek the very best product offerings from the insurance carriers and then work to educate our clients and prospective clients on the products, design options, regulatory issues, tax matters and legal considerations as they look to develop programs or utilize these products at their banking organization. In addition, we are excited to be able to provide a seamless transition for our existing clients, superior technology and administration, and retain strong technical and experienced staffing."

Equias Alliance, LLC will provide ongoing BOLI and benefit servicing using a servicing system Clark Consulting developed in conjunction with Andesa Services, Inc. This system is a \$20 million, state-of-the-art project that was designed over the past three years to specifically replace Clark's current systems. Mr. Shoemaker, Mrs. Radley and their team of professionals will continue to work to transition their Clark Consulting clients to the Equias Alliance system during 2011 while providing new clients with the highest level of service in the industry.

Brad Barrett, President of the Tennessee Bankers Association said "We value our 20 year partnership with David Shoemaker, Linda Radley and Clark Consulting and are pleased to confirm our relationship with David and Linda and establish a new relationship with the Equias Alliance group. We believe the level of expertise and knowledge of the market that David Shoemaker, Linda Radley and the Equias Alliance team have developed provides many benefits for our members. We view this as a seamless transition for our member banks while allowing TBA to maintain our high standard of commitment and delivery of outstanding providers through our endorsement program."

For more information about Equias Alliance contact David Shoemaker at 901-754-4924 or Colin Barrett at 615-244-4871.

###