



Let Bankers' Bank of Kansas help strengthen your agricultural lending portfolio with our new KMac loans. Kansas banks can leverage BBOK's stockholder status with Farmer Mac to offer customers agricultural mortgage loans.

Exclusively for farmers, ranchers and agribusiness customers, KMac offers long-term fixed rates that provide your customers a hedge against future risk. The BBOK process is easy, and designed to get ag customers the money they need when they need it.

BANK INCENTIVES

- Enhance return on equity and earn fee income.
- Reduce credit risk and renew liquidity for additional lending – all KMac loans are sold to the secondary market.
- Serve customers with large borrowing needs while addressing concentration concerns.
- Compete with Farm Credit for ag lending.

EXPERIENCED LENDERS

Farmers want to work with lenders who understand their unique business. The experienced lenders at BBOK have more than 100 years combined ag lending experience. They've worked with producers and for Farm Credit, and serve as an extension of your bank to help you compete for large agricultural loans.

STREAMLINED PROCESS

Customer banks get the experience and service you've come to expect from BBOK backed by our promise to never solicit your customers. BBOK completes the paperwork and your bank receives a share of the income from the loans you originate.

For more information, call Terry Puett at 800.999.5725 or view current KMac rates at www.bbok.com.