

PART I: PERFORMANCE PLAN

RANK	KEY OBJECTIVES	CRITERIA FOR MEASURING ACCOMPLISHMENT (quantity, quality, timing, cost, tracking, other standards)	
1	<u>ACHIEVE 1988 ASSET (SALES) GOALS</u> 1. Timeplan loans: \$433,000. 2. Real Estate Loans: \$644,999. 3. Lines of Credit: \$105,000. ,192,000.00 Increase and maintain credit insurance sales to % of applicable credits.	On Track FDMS	
2	<u>IMPROVE QUALITY OF SERVICE</u> Achieve overall satisfaction under "Customer Relations Survey" Incur no justified customer complaints Achieve no more than 20.5% of all respondents reporting dissatisfaction as the reason for account closure.	Customer Relations Survey Customer Feedback Closed Account Summary	
3	<u>FINANCIAL/COST REDUCTION GOALS</u> Adhere to established bank and lending policies so as to prevent unjustified sundry losses. Collect all fees and service charges as applicable to assist in branch Non-Interest Income goal (\$373,000)	Loss/Recovery Reports AC-45/AC-48 FDMS	
4	<u>COMPLIANCE</u> Branch audit to be satisfactory or better in applicable areas of accountability Ensure adequate credit quality in areas of branch accountability. Ensure all internal/external policies are met	Branch Audits	
ONGOING RESPONSIBILITIES			
DEVELOPMENTAL ACTIVITIES (If not included in the objectives above)			
Employee and manager have discussed key performance objectives and criteria.			
EMPLOYEE'S SIGNATURE <i>Lee Woodard</i>	DATE 7/27/88	MANAGER'S SIGNATURE <i>[Signature]</i>	DATE 7/27/88
UNPLANNED ACTIVITIES (Significant opportunities or challenges which occurred during review period)			