

~ A Story From 158 Years of Great Banking ~



**HOW BUSINESSMAN MARTY YOUNANS
FOUND HIS BANK GROOVE AT BURKE & HERBERT:
MODERN TECHNOLOGY AND GOOD OLD-FASHIONED SERVICE!**

Marty Youmans is a man who likes balance—even when it comes to his bank. He wants modern technology but not at the expense of personal service. A commercial real estate investor, Marty owns and manages properties which include O Street Studios, one of Washington's largest active studio buildings dedicated to the Arts.

For Marty, Burke & Herbert — *Virginia's oldest bank* — does it all. Marty first turned to the bank ten years ago for a commercial loan. "Burke & Herbert is a vital part of my business. Commercial lending there is no-nonsense and efficient," he says. "It's the old-fashioned aspect of banking that sets it apart."

Nice as it is, old-fashioned service needs modern products to work so when Burke & Herbert recently rolled-out yet another great banking technology, **B&H MobileSM**,¹ Marty discovered another reason to love his bank.

B&H MobileSM allows customers to bank everywhere using their cell phone, smart phone or PDA. Customers can view accounts, check balances, make transfers and pay bills. "It's easy to access and navigate," says Marty. "I can check my account in a snap while I'm away from the office. With its security features, I feel very safe using **B&H MobileSM**."

B&H MobileSM, 24/7 Online Banking, Online Cash Management and other great technologies all balance perfectly at Burke & Herbert with a top consumer-rating² for service, and an "excellent" rating for financial strength and stability³.

Says Marty, "I am hooked on the bank's people, the products and the technology. I can use my phone to bank and then dial the bank and actually speak to a real person who can help me. It's banking done right and it just keeps getting better."



*Marty Youmans enjoys B&H MobileSM
and the personal service behind it.*

BANK WITH A LEGEND WHERE YOU ARE A PERSON, NOT AN ACCOUNT NUMBER.

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**MODERN BANKING &
GOOD OLD-FASHIONED
SERVICE!**

B&H MobileSM is a free, value-added service for account holders at Burke & Herbert Bank. ¹B&H MobileSM Service requires Internet access from your PDA, cellular phone or other wireless device and is available from most major, wireless carriers. Customers should refer to their individual cellular carrier agreements for Internet connection and transaction fees. ²Washington Consumer Checkbook Magazine. ³TheStreet.com Ratings.

Photo by Jenny Ruley