

# The Benefits of Relationship Banking



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**As a business owner, it is extremely important to find a trusted business partner that values the relationship.**

The goal of any business is to produce sustainable, long-term results. As a lender,

it is our goal to provide businesses with an opportunity for responsible growth.

In order for both parties to achieve long-term success, the relationship must be built on trust. Lenders will ask for information about your credit rating, financial history, track record of performance, and cash flow to service existing and proposed debt. Sometimes, the questions may not seem relevant - however, providing these details

allows us to see the full picture of your business, and provide a loan structure that best suits your needs.

As we gain an understanding of your operation and goals, we may realize that we offer other products and services that would be beneficial, such as cash management services or credit cards.

Our goal is to earn the privilege of being thought of as a trusted advisor. At Tompkins Trust Company, we feel that it's important to build a relationship with our customers so they feel that they can come to us with questions, concerns or ideas, and know that they will receive honest and insightful feedback.

As your business grows, a relationship built on trust provides the opportunity for long term success for everyone.



*Locally focused. A world of possibilities.*

Ready to serve you throughout Central New York.

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