

First Citizens National Bank announces several promotions

Several promotions have been announced by Jeff Agee, president and CEO of First Citizens Bancshares Inc., parent company of First Citizens National Bank.

"It is always a pleasure to honor members of our staff with well deserved promotions," he said. "Through these appointments, the board of directors has shown their confidence in the potential and performance of these very capable employees. Any measure of success enjoyed by this company can be directly attributed to employees who make up the organization."

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Thomas A. Rakes

Dr. Thomas A. Rakes on May 7 was named the new University of Tennessee at Martin chancellor. At one time he was a University of Memphis professor and director of the Division of Research and Development in the College of Education. He also served as chair and professor in the department of instruction and curriculum.

In addition, First Citizens Financial Plus president Tommy Hopper has announced the promotion of Chuck Doss to vice president.

Doss will continue to serve as investment representative and manager of the company's Union City office. He also serves the Weakley County market, possessing experience in financial planning/investments and insurance.



DOSS

He is a graduate of the University of Tennessee at Martin with a degree in communications with an emphasis in public relations and a minor in music.

His community service includes Union City Babe Ruth baseball coach, Union City Rotary Club and Community Concert Association.

•The McKenzie Banner, McKenzie, Tennessee, Tuesday, June 5, 2007

Qualls is Delegate to NEA Assembly



MARTIN - April Qualls, of Buena Vista, a University of Tennessee at Martin spring graduate, will be a delegate to the National Education Association's Representative Assembly later this month. She was elected during the spring Student Tennessee

Education Association conference in Nashville.

The National Education Association Representative Assembly—the RA—is the highest decision-making body within the more than 3.2 million-member NEA. With 9,000 delegates, the RA also is the world's largest democratic deliberative body.

Over the course of eight business sessions spanning four days, RA delegates debate the vital issues that impact American public education and set Association policy and activities for the year ahead. In balloting conducted by NEA affiliates throughout the country, NEA members elect their peers to represent their concerns at the RA. The delegates represent NEA local and state affiliates, student members, retired members and other segments of the NEA membership. The elected delegates determine NEA's strategic plan and budget, legislative program

and resolutions. Delegates also vote, by secret ballot, on proposed amendments to the NEA constitution and bylaws and elect NEA's executive officers, executive committee members and at-large members of the NEA board of directors.

Student delegates will gather June 25-28 in Philadelphia, Pa. On June 26, students will participate in Outreach to Teach, in which NEA-retired members join student members to clean up a local school in the host city of NEA's Rep. Assembly. Volunteers have painted, made repairs, cleaned, gardened and decorated bulletin boards in the past.

The RA will be held June 30-July 5 in Philadelphia. This is the association's 145th annual meeting and 86th representative assembly.

Qualls is the daughter of Harlon and Vicki Miller and the wife of Timothy Qualls. She was a K-8 education major.

Banking professionals learn about 'big picture' in bank simulation course

BY CHRISTOPHER SHEFFIELD

Before many bankers in the Mid-South get too far into their careers and start making big decisions with real money, they go through the Barret School of Banking first to test their skills in a computer simulation game.

The game has been part of the banking school almost since the beginning 35

Barret School of Banking Professional development education Executive director: Chris Kelley
Address: 650 East Parkway South
Phone: (901) 321-4000
Web site: www.barret.us

years ago, but it has changed with time, technology and trends, says Thomas Payne, a professor of finance at the University of Tennessee-Martin and a member of the Barret School's faculty.

The week-long school, which is held at Christian Brothers University graduated one of its largest senior classes ever last week.

Payne has run the bank simulation, or bank sim, course for the school since joining the staff in 2000. It is offered only to bankers who are in the third year of the three-year program.

The simulation pits teams against one another to see which team of four to six members can create the most profitable bank over an 18-month period. The experience is meant to bring together all facets of running a bank taught in previous years, Payne says.

"It's the capstone experience for the school," Payne says.

The 15.5 hours of credit for bank simulation are by far the most for a single course, behind the 8.5 hours for "financial statements," and it's for a reason,

Payne says.

The primary lesson learned with the bank simulation program, and the other education components Payne works into lectures, is how students' decisions as bankers affect other areas of the bank operation.

"They can't make decisions in a vacuum," he says.

Each team starts the game shortly after arriving on Sunday evening. After being put on a team — which doesn't include anyone from the same bank — teams are given a publicly traded \$5 billion asset bank with the single goal of producing earnings and growing its value beyond

\$111 per share.

Doing that, though, means the student bankers must consider more than a half dozen factors, Payne says, including capital adequacy, credit risk, interest rate risk, liquidity, dividend policy and managing expenses.

Every day that passes is one quarter. In between, the teams meet and adjust and readjust their strategy. All the while, a pre-set group of economic indicators and the decisions of their competitors, with names like Southern Bank of Shaun or Premiere Bank, impact other teams' results for which they must make further adjustments.

It's fun but stressful, says Melissa Sullivan, a credit analyst for the commercial lending division of Frontenac Bank in suburban St. Louis.

As a credit analyst who hopes to one day be a commercial lender, Sullivan says the game helped her see more clearly all of the moving parts that make up a functioning bank.

Greg Toelke, a branch manager for the Bank of Franklin County began his banking career 10 years ago. He says he's taken many one- and two-day seminars, but nothing ever gave him the big picture of what he was learning.

Bank simulation does that. "Bank sim really brings it all together," Toelke says. "Now, when our president is talking about how the bank is performing, I actually understand what he's talking about."

At the end of the week, the teams gather once again before a group of four bank executives to share what they learned and ask for feedback.

Buddy Montgomery, chairman and CEO of First National Bank of Pontotoc, warned the students about the danger of trying to grow too fast and taking on risky loans.

Size, Montgomery warned, is not everything. Serving current customers, being responsive, product sensitive and focused on real service will do more in the long-run than simply trying to buy customers.

"Credit (quality) means more than anything else," he says. "Credit and your capacity to pay and good underwriting and you'll be a step up on others."

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ALAN HOWELL | MSJ

Thomas Payne, left, fields a question at the Barret School's bank simulation course.

UTM names local students to spring semester dean's list

The outstanding academic achievements of undergraduate students at the University of Tennessee at Martin have been honored with publication of the spring 2007 dean's lists for the College of Agriculture and Applied Sciences, College of Business and Public Affairs, College of Education and Behavioral Sciences, College of Engineering and Natural Sciences and the College of Humanities and Fine Arts.

To be eligible for dean's list recognition at UT Martin, a student must take at least 12 hours of credit (pass-fail courses are not included) and achieve a 3.2 (B) grade point average based on a 4.0 scale. Students can make the dean's list with Honors; (3.2 through 3.49), high Honors; (3.5 through 3.79) or highest Honors; (3.8 through 4.0).

UT Martin is a comprehensive public university that maintains an excellent reputation for its high-quality undergraduate programs, its beautiful campus and caring professors.

Dresden: Gary D. Anderson, High Honors; Zachary O. Baker, Highest Honors; Jarrod T. Bonar, Honors; George N. Browning, High Honors; Kerry L. Browning, Honors; Alexander J. Bynum, High Honors; Ashley J. Cantrell, Highest Honors; Kristin N. Copeland, High Honors; Adam S. Corum, Honors; Cristy L. Cranick, Highest Honors; Betheny N. Dane, High Honors; Justin N. Davidson, High Honors; Jake H. Doster, High Honors; Wendy D. Elliott, Honors; Boyd J. Erwin, Highest Honors; Tiphany M. Erwin, High Honors; Mandi M. Essary, High Honors; Terry W. Evans, Honors; Tessica L. Houston,

High Honors; Justin A. Hutcherson, Honors; Katie L. Kelley, Highest Honors; Lance S. Legons, High Honors; James C. Levister, Honors; Travis L. Lewis, Honors; Ashley R. Mansfield, High Honors; Rebecca L. McCulley, Highest Honors; Jessica M. Neisler, Highest Honors; Shonna R. Parker, Honors; Scarlett L. Reynolds, Honors; Tammy L. Rose, Honors; Jennifer B. Shaeffer, Honors; Gregory A. Shobe, Honors; Rachel A. Stout, Highest Honors; Matthew A. Thomas, High Honors; Andrea F. Wade, High Honors; James B. Whaley, Honors;

Dukedom: Charles V. Bailey, Honors; Matthew T. Dacus, Highest Honors; Jeremy L. Robertson, Highest Honors;

Gleason: Heather L. Allen, Honors; Lacy D. Arnold, Honors; Adam T. Bennett, Honors; Brandon R. Boone, High Honors; Albert G. Collins, Honors; Tiffany B. Felts, Honors; Andrew R. Francisco, Honors; Dustin R. Frazier, Honors; Haley A. Hudson, Highest Honors; Carrie C.

Joyner, Highest Honors; Tessa R. Kyle, Honors; Lindsey M. Phelps, High Honors; Thomas E. Pope, Honors; Kristyn D. Roberts, Highest Honors; Lesley M. Sawyers, Highest Honors;

Greenfield: Clint A. Ary, Highest Honors; Kristopher S. Cantrell, Highest Honors; Adam G. Dowland, Honors; Chelsey P. Engler, High Honors; Shelley C. Featherston, Honors; Velvet C. Garner, Highest Honors; Samuel A. Hollis, Honors; Jerri A. Lewis, Highest Honors; Michael C. Maggard, Honors; Robert L. McCall, Highest Honors; Emily L. Medling, High Honors; Michelle L. Medling, Highest Honors;

Candace A. Robinson, High Honors; Chadwick T. Robinson, High Honors; Jonathan C. Shepherd, Highest Honors; Kelly A. Stewart, High Honors; Jenny B. Stout, Honors; Jennifer K. Tharp, High Honors; Kimberly K. Tharpe, Highest Honors; Anna M. Waddell, Highest Honors;

Martin: Abdulla Abdulla, Honors; Kassi L. Abney, Highest Honors; Bethany C. Adams, High Honors; Lacey E. Adkins, Highest Honors; Ali Alabdrabareda, Honors; Sadiq Alhuwaidi, Highest Honors; Hassan Almansoor, High Honors; Joseph S. Anderson, High Honors; Gustavo A. Anzola, High Honors; Shannon M. Ary, Highest Honors; Gara A. Barlow, High Honors; Dustin M. Barner, High Honors; Brandi A. Barrigher, Honors; David P. Barrington, High Honors; Brandon N. Beck, Highest Honors; Christopher N. Bell, Highest Honors; Julie A. Bell, Highest Honors; Jeana L. Berry, High Honors; Mark W. Bird, High Honors; Mary Margaret M. Boyd, Highest Honors; Michelle C. Brasel, Highest Honors; Jessica K. Breeden, Highest Honors; Christopher E. Brewer, Honors; Pamela K. Bridges, High Honors; John S. Britton, Highest Honors; Jennifer L. Brooks, High Honors; Kyle H. Brooks, High Honors; Amy B. Brundige, High Honors; Bradley A. Bugg, Highest Honors; Hannah S. Burcham, High Honors; Clarice N. Callison, High Honors; Cornelius A. Capps, Honors; Candice B. Carter, Highest Honors; Christopher M. Cates, High Honors; Kayla A. Cazenave, Honors; Adam M. Chitwood, Honors; Shawn A. Coleman, Highest Honors; John A. Collins, Highest Honors; Matthew R. Cook, Highest Honors; Reece M. Cooper,

Highest Honors; Darren N. Crowder, Highest Honors; Richelle L. Daniels, Honors; Phillip L. Darnall, High Honors; Cory S. Davis, High Honors; Selena E. DeSantis, High Honors; Michael L. Dobson, High Honors; Misty L. Dunlap, Highest Honors; James C. Eisterhold, High Honors;

Andrew C. Evans, High Honors; Jason A. Evans, Honors; Mancel C. Fincher, High Honors; Sherree E. Finney, Highest Honors; Kimberly D. Foley, High Honors; Shawn D. Fread, High Honors; Samuel R. Freeman, High Honors; Victor O. Fulton, Honors; Christopher R. Garner, Honors; Scott A. Gibson, High Honors; Jessica E. Gill, High Honors; Lacie E. Glover, Highest Honors; Matthew H. Grimm, Highest Honors; Amy V. Hall, Honors; Europe L. Hall, High Honors; Cassandra L. Hamilton, High Honors; Justin S. Hanson, Honors; Grant R. Harper, High Honors; Angela K. Harris, Honors; Walter R. Harris, Honors; Ryan S. Harrison, Highest Honors; Jim B. Hatchel, Highest Honors; Stacie E. Hawks, Highest Honors; Bethany N. Hazlewood, High Honors; Laura L. Hensley, High Honors; Sarah Hensley, Honors; Thomas H. Hester, Honors; Rebecca K. Hinds, Highest Honors; Margaret A. Hinson, High Honors; Joanna R. Hite, Highest Honors; Hao En Ho, Highest Honors; Amelia D. Hollenberg, Honors; Tara M. Holmes, Honors; Carah L. Hooten, Highest Honors; Bethany L. Hummer, Highest Honors; Emily A. Hunt, Highest Honors; Sarah R. Hunter, Honors; Tiffany A. Hurt, Honors; Jaime A. Jones, Highest Honors; Dae Hyun Kang,

