



December 19, 2012

LETTER OF RECOMMENDATION: TIM R. KISTEL

To whom it may concern:

I understand that you are considering a business relationship with Tim Kistel of TRK Real Estate Services. I have known Tim and have worked with him on real estate transactions for the last two and one half years (my tenure at Iberia Bank). During that period, Tim has been as hardworking, dependable, professional and ethical as anyone I have known in the Real Estate community. I have found that Tim goes about selling bank-owned properties differently than other brokers. He doesn't just list a property and scattergun it to the market. I have found that for each property, Tim will target specific individuals and organizations that he believes are likely buyers. He has been very successful in selling Iberia Bank's REO's. I never hesitate to get Tim involved with any of my bank-owned properties.

I am glad to give my unconditional recommendation to you for Tim R. Kistel.

Sincerely,

A handwritten signature in blue ink that reads "Bruce C. Reid". The signature is written in a cursive style with a large, stylized "B" and "R".

Bruce C. Reid
Vice-President
Iberia Bank
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Bradenton, FL 34208
941-487-3071