

**Wellsville Chamber of Commerce
Chamber Spotlight
Landmark Bank
By: Morgan Adams**

Our seventeenth Chamber of Commerce Spotlight is Landmark National Bank. Landmark is owned by Landmark Bancorp and is located at 112 W 6th Street. The lobby is open Monday through Friday from 9 a.m. to 4 p.m., while their drive through is open from 8 a.m. to 5 p.m. Monday through Saturday. Associates are also available to assist at 785-883-2145 throughout these times as well.

Landmark is a community banking organization, and as they have grown, they search for opportunities to provide quality financial and banking services in communities where customer relationships are still valued and important, which is one of the many reasons why they chose to operate a branch in Wellsville.

Landmark traces its roots to April 22, 1885, when it was originally chartered in Manhattan, Kansas under the name Manhattan Building & Savings Association. After a merge in 2001, the bank became Landmark National Bank, and on January 17, 2012, Landmark acquired the former Wellsville Bank and added Wellsville as a branch in its growing locations across the state of Kansas. Today, Landmark has 30 branches in 24 different communities.

Landmark has worked diligently to provide modern banking conveniences and services, while maintaining a high level of personal interaction with their customers. Landmark's vision is that everyone starts as a customer and leaves as a friend. They want their customers to know that they are cheering for their success but are also available to listen and help provide solutions when they have struggles. That is why Landmark National Bank strives to provide services that are simple and relevant to the lives of their customers.

In 2019, Landmark reached the milestone of \$1 billion in assets. However, with every success there are challenges. Covid had been one of the biggest challenges they had faced in recent history. Although they offer a wide range of services that allow customers to complete transactions online and by mobile phone, they still have many customers who prefer to do business in person. Navigating new methods to help people do business the way they prefer and by doing it quickly with no real warning in March of 2020, was a major challenge. However, the bank associates have done an amazing job in adapting to new processes, while still helping some of their customers through financial challenges caused by the pandemic.

The core value of Landmark is “Embrace the Process”, which means they ask their associates to focus on improving every day. With each branch that opens, and every new product launched, Landmark continually evaluates the processes involved and challenges its associates to make the process smoother, more efficient, and more successful than before.

Continued growth is Landmark's future business goal. “Small businesses are the lifeblood of our community, as they drive the economy within the community,” stated Janet Sloan—Vice President and Bank Manager. Landmark's ultimate goal is to do their job well, help customers navigate their own paths to financial success, and help their business and customers write their own stories. Landmark National Bank realizes it can't succeed unless its communities succeed with them.



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