

Saline Medical Billing Group relationship proposal

Riverstone Community Bank prepared this short review to make the next banking conversation practical: what may be needed, what to review first, and how to move quickly without creating

DEPOSIT POTENTIAL

\$279K

ANNUAL FEES

\$5K

TOTAL POTENTIAL

\$904K

RECOMMENDED SOLUTIONS

- ACH origination: Supports payroll, vendor payments, and recurring receivables with stronger bank visibility into transaction flow.
- Remote deposit capture: Reduces branch trips and anchors a business with daily operating routines.
- Positive pay: Adds fraud-control value for businesses writing checks or sending higher payment volume.
- Sweep account: Captures idle operating balances and gives treasury a reason to review liquidity structure.

NEXT STEPS

- Confirm the right business contact and decision process.
- Complete a short discovery conversation with the assigned banker.
- Review account, treasury, lending, or mortgage options that fit the verified need.
- Document next steps, timelines, and product owners after the meeting.

DISCLOSURE

This one-pager is a relationship-service discussion aid. It is not a credit offer, mortgage preapproval, rate quote, or guarantee of product availability.

Saline Medical Billing Group banker prep

Priya Nair | Treasury | Saline County | Core Intelligence

PRE-CALL BRIEF

- Saline Medical Billing Group is a high priority Treasury action owned by Priya Nair.
- Monthly ACH/wire activity: \$265K | No active treasury products in the extract
- Product lead: ACH origination, Remote deposit, Positive pay, Sweep.
- Dollar basis: Bank-owned internal extract preview using hashed account IDs only.
- Source proof: Sanitized core relationship extract; observed May 27, 2026 demo extract; confidence Demo.

DISCOVERY QUESTIONS

- How are ACH, payroll, merchant settlement, wires, and check fraud controls handled today?
- Where do payment approvals slow down or create operational risk?
- Which services are handled by your bank today versus a payroll, merchant, or software provider?
- What changed recently that makes Saline Medical Billing Group worth reviewing now?
- Who else on your team should be involved before we recommend account structure or treasury services?

MANAGER APPROVALS

- Treasury pricing / implementation: Treasury services appear in the recommended package.
- Deposit pricing or liquidity exception: Larger deposit or liquidity conversation may need pricing discipline.
- CRM attribution: Meeting package generated; next stage should be measurable.

WHAT NOT TO SAY

- Do not imply private competitor knowledge or claim the bank knows where the company currently banks unless the source explicitly proves it.
- Do not promise approval, a specific rate, or guaranteed product availability.
- Do not use source data for credit eligibility, prescreening, or adverse-action language.
- Do not call a record labeled Direct-mail only, Needs review, or Do not contact until the allowed channel is clear.