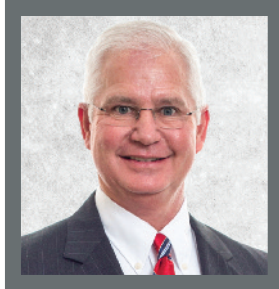


Former regulator turns champion for community banking

MICKEY FAULCONER
 PRESIDENT & CEO
 LEGEND BANK



Mickey Faulconer, president and CEO of Legend Bank, took an uncommon path to arrive at a successful banking career — he's a former bank examiner. In 1979, after graduating from Oklahoma State University with

degrees in finance and economics, Faulconer began his career as a trust examiner with the Office of the Comptroller of the Currency (OCC) in Dallas before transitioning to a bank examiner role three years later. This

was all part of a plan laid out for him by a banker named William Crawford from Faulconer's hometown of Frederick, Okla. When Faulconer was 16 years old, he had a conversation with Crawford

in the banker's office; Crawford asked a young Faulconer if he had considered a career in banking. "Well, no, my parents were a school teacher and a fireman. Why would I?" Faulconer thought.

Crawford explained what he thought Faulconer ought to do: start out as a bank examiner before finding the right bank to work for. Faulconer remembers the banker explaining to him that, as an examiner, Faulconer could go from bank to bank and learn how many banks do the same things (loans, deposits, etc.) but they all do them differently.

Making the transition to banking

In 1996, Crawford's vision for Faulconer came to fruition — Faulconer became chief lending officer of Guaranty National Bank in Gainesville, Texas.

"I had a hard time stomaching some of the new regulations," Faulconer explains, referring to why he became a banker after years as a regulator. He was also tired of being on the road and away from his family roughly 100 nights a year, which was a requirement of his job with the OCC.

Faulconer moved to Legend Bank in 2004 as chief lender. He was later appointed to president and he's currently CEO and president of the Bowie-based bank.

OPPOSITE PAGE LEFT TO RIGHT: ① Legend Bank's cannonball vault is one of the unique vintage banking relics you can find at its new Bowie Banking Center. ② Mickey Faulconer and his wife, Becky, with their extended family. ③ Faulconer's love of fishing is no secret among his family and friends. ④ Faulconer instills the Legend Bank corporate culture to employees through the Connected card. It reinforces the bank's brand promise and core values of the organization. ⑤ Faulconer and other Legend Bank employees form an impressive half marathon team.

Banking in Bowie

Legend Bank just celebrated 126 years in business. "It's a different bank in that there's no one controlling owner or family," Faulconer says.

"We get to run a bank to the benefit of three groups of people: the shareholders, the communities we serve and our employees," Faulconer explains. "We've got to take care of all three for us to survive and thrive."

Legend Bank has 10 locations in communities mostly north of Dallas and Fort Worth. Faulconer says the bank's customers are people in agriculture, the oil and gas industry and "mom & pop."

Like any community bank, dealing with the current regulatory environment is a challenge for Legend Bank. "At every meeting where the topic of regulatory challenges comes up, we allow people to complain for about 30 seconds," Faulconer says. "Then we figure out how best to comply. We're going to survive, comply and make money while doing it."

Legend Bank also balances the demand customers have for new technology while still meeting the needs of their more traditional customers.

Faulconer uses the example that his 90-year-old mother needs to walk in the bank and immediately recognize where the teller line is while his daughter needs to be able to do everything using mobile banking.

As a nod to appealing to customers of all ages, Legend Bank has a new building in downtown Bowie that has helped kick start the revitalization of the town. The Bowie Banking Center has state-of-art functionality but also features a cannonball safe, vintage teller stations and historic vault doors so customers can get a picture of what banking looked like when Legend Bank was founded.

TBA involvement

Faulconer has been a big contributor to the banking industry through his involvement with TBA. He's served on

TBA's Board of Directors and the TBASCO Board.

When he worked for the OCC, Faulconer always made it a point to attend TBA's Annual Convention. He noticed there was so much miscommunication between regulators and bankers. "When I went to the good side (banking), I felt I could share some insight that I had coming out of that regulatory world for 17 years," Faulconer says.

"Examiners have a tough job. They don't make the rules but they are charged with carrying out those rules; you can quibble with how they go about carrying out those rules but they don't make them," Faulconer says. "They have to follow them, no different than bankers."

Faulconer doesn't get involved in the political action side of TBA. Rather, he chooses to work with TBA to determine the best, easiest and cheapest way to comply with individual banking regulations.

Life outside of banking

Faulconer and his wife, Becky, have been married for more than a decade. They each have two children from previous marriages and, therefore, have lots of grandchildren to visit.

In his spare time, Faulconer loves to play golf and fly fish. He has a home in Galveston and also a place in Angel Fire, N.M., where he enjoys snow skiing. ❖

Who is your hero?

My dad

What is your favorite book?

Any book by John Gierach

What is your favorite movie?

"Where Eagles Dare"

Who is your favorite U.S. President?

Teddy Roosevelt

What is your favorite sports team?

Oklahoma State Cowboys