



Dear <Client Name>:

For over a century, we have helped mid-sized businesses in the U.S. cultivate a presence in established and emerging markets around the globe. From east to west, we have dedicated commercial bankers on the ground in the countries that are important to your business.

Navigating cultural differences between countries is challenging, but vital to the success of every business's international strategy. Henry Kissinger, former national security advisor and secretary of state, mastered this art of translation when he paved the way for U.S.-China relations following two decades of no contact.

In his book, "On China," Mr. Kissinger chronicles his efforts to overcome differences produced by the two countries' distinct histories and cultures. To paraphrase the Wall Street Journal, while Mr. Kissinger isn't a management guru, his insights into what motivates modern China will help anyone operating on a global playing field.

We believe that Mr. Kissinger's book is a meaningful read for all business leaders looking to expand their operations abroad. Please accept this copy of "On China" with our compliments.

We remain committed to investing in our global operations and are adding bankers and new products in countries around the world, including China. I will contact you in the coming weeks to discuss our international capabilities and answer any questions you may have about our products and services.

We look forward to helping you achieve your goals both at home and abroad.

Sincerely,

<Banker Name>
<Title>
<Region/Market>