

# AMERICAN BANKER®

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## ■ PEOPLE

### Some Literary Spice

**Hank Davis** is the retail banking industry's everyman: young, scrappy, and a little bit skeptical about his career prospects and the greater purpose of his Midwestern bank branch.

But when a visit from the bank's chief executive prompts his co-workers to step up their game, Davis begins to see meaning in his job and a path to personal success. His story is told in "**S.A.L.T. & Pepper**," a new novella — and perhaps the first work of fiction to feature a branch banker as protagonist. S.A.L.T. stands for the lessons Davis learns about service, advice, leadership and teamwork. Pepper signifies the extra motivation he gets from the CEO, **Ed Pepper**.

The self-published book from **Millennium Consulting Group** is based on the observations of Millennium president **Richard Henry**,

who has worked with financial services companies for 15 years. He and co-author **Rick Miller** said they hope that Davis, a composite of people Henry has met in the industry, will seem familiar to branch managers and bank executives looking to boost their employees' sense of engagement.

"It's not necessarily a comprehensive training manual," Henry said. "It's more a call to the leadership, to say, 'How do I turn the light on in people's heads, and how do I inspire them to see that vision of themselves three or four years down the road as not the teller but maybe as the assistant manager and, later, not as the assistant manager but maybe the district manager.'"

Copies are available at **millenniumconsulting.net** and at **amazon.com**, where they are priced at \$17.90.

