

## **Dermatology Specialists of KC Video Transcript**

My name is John Rupp. I am a board-certified dermatologist at Dermatology Specialists of Kansas City. I'm mainly a general dermatologist. I do some cosmetic procedures, such as Botox and fillers. But mainly general dermatology: acne, mole exam, warts, psoriasis, things like that. And we've have grown our practice since I've been in it. We probably see about 100 to 140 patients a day. Not just seeing them, but being there for them. And being able to handle their needs if they do have problems.

Our banker is Michael Robie. And I first met Michael when he came as a patient of mine. Just for a general skin exam/mole exam. Michael and I discussed possibly using his services for my office, the office. And I thought that was a good idea, so we all talked about maybe changing up some merchant services which is what Commerce does for us now. At least one of the things they do.

We had a piece of equipment we were going to purchase and we needed a loan. I was glad that we did it through Michael and Commerce, because they made it very seamless and very easy to get this loan and a pretty good rate too. We were very happy with what we have with Commerce.

I think the thing about working with Commerce Bank and Michael is that's one less thing I have to worry about when I come to work. There's a lot of business items, employee issues/patient issues that I need to deal with, and there's just a comfort level there knowing that I don't have to worry about my banking needs. They're taken care of. It's almost like we're the only business that they have. I think that's the main thing, a good friend or family. Always seeming to have your back.

I believe Commerce is going to be there as long as I'm there. Any banking needs that I have, I'm going to go right to Michael or his colleagues because they have done so well. And as I said, I just have that calm in that aspect of the business that I don't need to worry about anything else.

So, they'll be with us forever.