



Cherie Nies-Cowgill
Vice President, Nies Homes
Wichita, Kansas



Portrait of Diligence

Cherie Nies-Cowgill: building on success with a financial partner that keeps up with the new home market.

What sets Nies Homes apart from its competition is a keen eye for important details, and the determination to exceed their clients' expectations. Since day one, Clifford Nies has proudly proclaimed "integrity without compromise."

Since opening its doors for business in 1971, the Wichita builder continues to raise the bar for excellence. Their strong belief in their product – and in their customer's ability to recognize quality worth paying for – continues to widen the gap between Nies and their competition.

Nies has steadily risen to become a premier neighborhood and custom home builder in the Wichita area market. Early on, Clifford Nies realized the importance of working with a knowledgeable financial partner, one that's just as concerned and involved with his business as he is.

Here's what Cherie Nies-Cowgill, vice president of Nies Homes says about working with her banker, Terry Carpenter at Fidelity: "We always consult with Terry before beginning large-scale projects. His knowledge of our business and the industry is really impressive. He understands the new construction market and stays informed with where it's headed."

The Nies family's relationship with Terry Carpenter

and Fidelity Bank has been a long and fruitful one.

Over the years, the two institutions have grown stronger together. "We've been with Terry for quite a long time. He is always available; when I call he answers the phone, and that's important. Terry takes personal service to a whole new level for us," says Nies-Cowgill.

Personal service continues to play a vital role in the company's success. Carpenter meets with the Nies group a couple of times a year for a financial business review, and to help with planning. "Terry does much more than just go over the numbers with us. Not only are we able to get a financial snapshot, we also see where we are in relation to the national home-building industry. This is extremely helpful and it's a tremendous added value to us," says Nies-Cowgill.

Even though the banker and the builder have continued to expand and grow for nearly 40 years, the personal, one-on-one approach to doing business together has never changed.

Nies Homes and Fidelity look forward to many more years of success. The partnership definitely has a strong foundation to build upon.

Cherie Nies-Cowgill invites those who value fine craftsmanship and quality homes to visit www.nieshomes.com.