



## Portrait of Progress

*An internationally recognized cardiologist shares a common goal with Fidelity Bank – business that benefits the community.*

As founder of Galichia Medical Group and Galichia Heart Hospital, Doctor Joseph Galichia is setting a new standard for cardiovascular care in the Midwest. Looking to begin a new banking relationship, Galichia found Fidelity Bank setting a new standard in commercial business banking.

"We accumulated a good amount of property for our medical facilities and needed to rearrange our financing," Galichia recalls. "I knew Fidelity had a growing presence in this area. They were large enough to work with us in an immediate and ongoing basis. As we grow, we'll need flexibility in financing. Fidelity understands our short- and long-term goals."

Living in Wichita since 1976, Galichia knew of Marvin Bastian and his sons, Clark and Clay. "The Fidelity family has a great reputation in the community. Their commitment to Wichita gives them a unique appreciation for what we're doing," says Galichia. "Beyond the business model, they understand the quality service we're delivering to the community, and to our patients."

Building this solid relationship required a lot of legwork. Brian Devlin and Randy Williams, both

senior vice presidents in commercial banking, worked closely with Galichia on each aspect of his banking needs. "They were extremely thorough in analyzing our complex business. They did a great deal of work to make sure it was a good fit," Galichia recalls. "That exercise was helpful for plotting the future for us and for them."

Galichia was also impressed with Devlin and Williams' diligence in keeping him connected throughout the process. "I'm in scrubs most of the day and difficult to reach," Galichia notes. "They would call me at eight or nine o'clock at night to update me on all progress. They were certainly not keeping so-called bankers' hours."

According to Galichia, this intense focus on service is largely responsible for the success of their relationship. "My business requires a high level of attention. With Fidelity, I can always get in touch with them," notes Galichia. "If they say they'll do it, they'll do it. That is extremely appreciated in a banking relationship."

To learn more about the ongoing achievements of Dr. Galichia and Galichia Heart Hospital, visit [www.galichia.com](http://www.galichia.com) or [www.ghhospital.com](http://www.ghhospital.com).



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