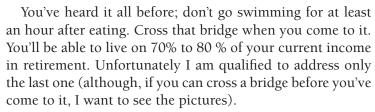
## PremierBank's Trust & Investment **Management Department**

By, Rod Ellenbecker, Vice President & Senior Trust Officer

### **Preserving Your Nest Egg**



There you are with a finite pile of savings from which you will need to take all or most of the money/income to support your retirement. The accumulation phase of life is near or at an end. How much of that cash can you safely take each year to ensure it lasts your lifetime? Will you take the same amount annually? Or will you just buy all the cool toys and vacations you've always really wanted and then worry about

The challenge is looking for the answer to the question "How long will my money last"? The answer comes from (like so many things in life) yourself. By that I mean, you must take a look at things like expenses and life-style expectations. This also means doing what I call a "pretend budget". I call it a pretend budget because going through the exercise of trying to understand your potential expenses now is easier to do than when you are already retired and there is no opportunity to "pretend"; you are now living it.

Georgia State University conducted a study that found retirees need 74% to 83% of there income to maintain the same lifestyle in retirement. This happens because for a number of reasons including; no longer paying Social Security Tax (7.65%) on income, their home is paid for and work related expenses like commuting costs and work clothes are eliminated. Also, some retirees no longer see the need for the big house they raised a family in, so they down-size from that big home.

Some retiree however finds they spend more than they planned. This tends to happen in the first five years of the retirement period. You tend to be healthy and mobile (despite the cost of a gallon of gas) so you tend to travel more and indulge in your favorite activities. This is all well and good if it fits within your long-term plan for a successful retirement.



The other wildcard here is the expense of health care. A survey in the Journal of Gerontology (now that's a fun read) found that 61% of couples are 70 and older and 54% of single adults spent at least 10% of their retirement savings on health care. A startling 45% of couples lost more than half of their savings to medical bills.

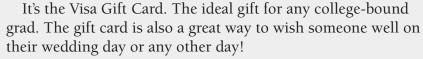
Knowing all this, here is where the budget process comes in. First, write down your monthly and annual expenses as you expect then to be in retirement. Find any surprises? Have you looked at the charitable giving that you do during the year? Is there anything that is not really important on the list?

Next, look at income sources. You have Social Security income, Pension and/or 401(k) dollars and Savings. I call it the" three-legged stool". You now know what the source of you income is. There are a few very important rules of thumb to remember in the process of making the income

- 1) A "safe" withdrawal rate from the Savings and Pension portion of your nest egg is between 4% and 6% of a retirees starting portfolio.
- 2) Withdrawal periods longer that 15 years dramatically reduce the probability of success at withdrawal rates exceeding 5%.
- 3) Bonds increase the success rate for lower to midlevel withdrawal rates, but most retirees would benefit from at least a 50% allocation to stocks.

Again, all of this depends on the age at which you chose to retire, lifestyle choices and the like. At the Premier Bank Trust Department our staff has helped many retirees over the years achieve their own individual retirement goals. We work with our clients to manage the hard earned Pension and 401(k) rollover in an effort to provide the piece of mind that professional retirement and estate planning can provide. We look forward to helping you so please, stop by or call us for an appointment. My fellow Trust Officer Jan Ruster or I would be happy to talk with you.

What's better than a bean bag, more exciting than books, and safer to carry than cash?



Gift Cards area available at any main PremierBank location!





Kids 12 years old and younger - join this club, learn about the importance of saving, and have some fun doing it!

Plus enjoy special treats and prizes when you help us celebrate at PremierBank!

### Special "Deposit Days"

You will get DOUBLE stickers for your "Money Tree" savers card when you make a deposit on the following days:





PremierBank's V.S.P. Club boasts a membership of 850+! We would love to have you join us in this club for Premier-Bank customers age 55 and better!

# Premier Members Mark Bank Your Calendars!



Wednesday, June 27th -



**Greyhound Dog Track** & Mystique Casino,

Dubuque, Iowa

Thursday, August 15th – Villa Louis and Prairie du Chen

**Fall Trip** – to be announced

Holiday Trip – Wednesday, December 5th – Circa '21 Christmas Show, Rock Island, IL

# PremierBank's Loan Department

## Pros and Cons of Cosigning a Loan or Credit Card

Credit can be hard to come by these days. Stricter regulations mean that most financial institutions take a closer look at a potential borrower's credit history and their ability to repay than they have in the recent past. One solution some consumers turn to is getting someone with better credit to cosign the loan or credit card. If someone approaches you to cosign for them, here are a few things to take into consideration before you sign on the dotted line:

#### Cons:

The loan you cosign will appear on your credit report, so your credit score may go down if your debt ratio becomes too high. The debt becomes yours in every way, meaning if the person misses a payment, the lender or collection agency may come to you for payments. If the person defaults on the loan, you can be sued for the full amount of the loan plus collection fees, late fees, interest and attorney fees.

If neither of you can make the payments, the lender can repossess your belongings (such as a car or house) to cover the debt. Even if the person you cosigned for declares bankruptcy and discharges their responsibility to the debt, you as the cosigner are not protected and must still repay.

Note -If you are going to co-sign the loan, ask the lender to see the borrower's credit bureau. You will be able to see firsthand if they have had a bad credit history and you can ask them questions about it. If they have had a bad credit history, you have to ask yourself why it will be different with you cosigning the loan.

#### **Pros**:

There are a few circumstances where cosigning a loan or credit card can be a good idea. Cosigning allows you to help someone else obtain credit they would not otherwise have access to. One of the most common situations in which a loan or credit card is cosigned is a parent cosigning for their child. This is often for college loans or an emergency credit card. By cosigning your child's school loan, you may be able to get a more favorable interest rate than if your student signed alone.

Weigh your options carefully when deciding whether or not to cosign on a loan or credit card. No matter how much the other person needs the credit, make sure you make the right choice for your financial situation!

#### LOAN DEPARTMENT STAFF

Deb Hale, Supervisor Chris Heinz Laura Bernard Pam Wheeler Cheryl Hanen

In Fort Atkinson 920-563-6616 Jeff Adsit Dave Bienfang Roy Budlong Bob Huber Steve Schafer Matt Lee

In Jefferson 920-674-4500 Susie Polk Jim van Lieshout Brian Armstrong

In Johnson Creek 920-699-6900 Theresa Copp Jeff Cloute

In Sullivan 262-593-2227 Mark Catton



**VISA GIFT CARDS** 



### MEET YOUR FRIENDS AT PREMIERBANK

Introducing Deb Jordan, Full-time Teller Fort Atkinson Main Bank

Deb began working for PremierBank (then First American Bank & Trust) as a full-time Teller in January, 1980. She helped set up and open the Fort Atkinson South Side Motorbank, before returning to the main bank to work in the credit department. Approximately 20 years ago, she came back to the main teller line where many customers enjoy specifically coming to her window!

Deb's family includes daughter Laura, an RN Case Manager for St. Croix Hospice in Rochester, MN, who is getting married this summer on August 4th, and son Andrew who works as a landscaping foreman in Minocqua.

In her spare time Deb enjoys gardening, crafting (especially snowmen!), reading, shopping for deals at resale and antique shops, and spending time with family...speaking of which, she is very much looking forward to becoming a Grandma someday!



**DEB IORDAN** Teller, Fort Atkinson

Look for this special section each quarter in Highlights, and become more familiar with your friends at PremierBank!

### Upcoming Events & Important Dates

#### **IUNE**

- Jefferson Cruise Night; Havill Chrysler-Dodge-Jeep, 5:30-8:30pm
- Jefferson's Concert in Rotary Park, "Ep & F" 6:30 8:30pm
- "Customer Appreciation Days" at all PremierBank locations!
- Garden Tour Fundraiser at Hoard Historical Museum, Fort Atkinson, 11-4pm
- Jefferson's Concert in Rotary Park, "The Van Eske's" 6:30 8:30pm
- 14-17 Fort Atkinson Generals Annual "Baseball Fest"; Jones Park
- Benefit Concert by Cellist Benjamin Whitcomb at Hoard Historical Museum, Fort Atkinson, 7-8:30pm
- Fort Atkinson Half Marathon, starts and ends at Jones Park
- "Ride the Rock Bicycling for Literacy", fundraiser for the Jefferson County Literacy Council
- Happy Father's Day!
- Fort Atkinson Community Band Concert, Barrie Park, 7:30pm
- Fort Atkinson Cruise Night; Jones Park, 5:30-8:30pm
- Poetry event featuring Fabu; Dwight Foster Public Library, Fort Atkinson, 6pm
- Archaeological Excavation at Finch Site at Hoard Historical Museum, Fort Atkinson, 2-3:30pm
- 22-23 Fort Atkinson Relay for Life: Middle School
- "Corks and Cars"; Vetro Winery, Jefferson
- 23 Jefferson Rotary Fun Family Float; Rotary Park, Jefferson
- 27 VSP Club Trip to the Greyhound Dog Track and Mystique Casino, Dubuque, IA
- CPA Brat Fry Fundraiser, Jefferson, 10-2pm
- Golf "Fore" Stacey Memorial Golf Classic, Spring Creek Golf Center

#### **IULY**

- Fort Atkinson Community Band Concert, Barrie Park, 7:30pm
- Happy 4th of July! Banks Closed

- Ice Cream Social at Hoard Museum, Fort Atkinson, 1-3pm Jefferson Cruise Night; Havill Chrysler-Dodge-Jeep, 5:30-8:30pm
- 11-15 Jefferson County Fair, Fair Park
- 16 Fort Atkinson Community Band Concert, Barrie Park, 7:30pm
- Fort Atkinson Cruise Night; Jones Park, 5:30-8:30pm
- Jefferson's Concert in Rotary Park, "Andrea & the Mods" 6:30-8:30pm
- Third Thursday; a poetry event featuring Tom Hibbard; Dwight Foster Public Library, Fort Atkinson, 6pm
- 20-21 Tomorrow's Hope Annual Walk Fest; Fair Park, Jefferson
- 27-28 Carnival Days, Downtown Fort Atkinson
- Council for the Performing Arts Brat Fry Fundraiser, Jefferson, 10-2pm
- Garden Education Program at Hoard Museum, Fort Atkinson, 2-3:30pm
- 3rd Annual Crossroad's Cruz-In; Johnson Creek, Centennial Park
- Fort Atkinson Community Band Concert, Barrie Park, 7:30pm

- Jefferson Cruise Night; Havill Chrysler-Dodge-Jeep; 5:30-8:30pm
- Jefferson's Concert in Rotary Park, "Pickin up Speed" 6:30-8:30pm
- Fort Atkinson Community Band Concert, Barrie Park, 7:30pm
- VSP Club Trip to Villa Louis and Prairie du Chen
- Jefferson's Concert in Rotary Park, "Marcy & The Highlights" 6:30-8:30pm
- Third Thursday; a poetry event featuring Brenda Cardenas; Dwight Foster Public Library, Fort Atkinson, 6pm
- "Dog Dayz of Summer"; Jefferson Family Aquatic Center, 12-3pm
- 21 Fort Atkinson Cruise Night; Jones Park, 5:30-8:30pm
- 25 Rhythm on the River; Downtown Fort Atkinson, 5-11pm
- 29 Jefferson's Concert in Rotary Park, "Jesse Aron, the Voice of Elvis" 6:30-
- Council for the Performing Arts Brat Fry Fundraiser, Jefferson, 10-2pm

Source: Partial list from Jefferson County Tourism & Fort Atkinson Chamber of Commerce

### 2012 PREMIERBANK DIRECTORS

David P. Bienfang

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Roy J. Budlong

Executive Vice President, PremierBank

Randall S. Knox

Vice President - Finance, W.D. Hoard, Co.

Robert V. Leslie

President, Fort Transportation Co.

William R. Wettstein

Consultant, Spacesaver Group

Philip H. Jones

President & CEO, Jones Dairy Farm

Robert W. Niebler

James H. Weiss Pharmacist/Owner, The Drug Store

Sally L. O'Brien

President, Badger Press

Fred Negus, Jr.

President, Wisconsin Packaging, Co., Inc.

Member

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Retired, Real Estate Development

Milo C. Jones

Chairman of the Board, Jones Dairy Farm

Donley V. Henning

Business Consultant, Badger Press, Inc.

Henry A. Fischer Retired Bank Executive





## President's Greetings . . .

The first quarter of 2012 is history and we have been blessed with one of the nicest "Springs" we had in many years. I'm told that the average temperature for March exceeded that of April - something that hasn't happened in over 80 years!

While the economy still isn't firing on all eight cylinders, there continues to be steady improvement. Interest rates continue to be at very low levels and this has been helpful for the real estate market, and has caused the mortgage refinancing activity to remain at a very high level - even higher than at this time in 2011.

April, in addition to being the first month of the second quarter, is a very important month for the Wisconsin Banking Industry, as it is National "Teach Children to Save" month, with April 24th being National TCTS day. Locally, your bank partners with the school systems of the communities we serve to make classroom presentations, hold seminars, and host tours for the youth of our market area. The overall goal is to improve financial literacy by teaching children the value of saving and personal money management. Before the end of this month, our staff will have made over 50 classroom presentations. These activities have earned us the State Personal Economics Bank Award from the Wisconsin Bankers Association for the past 11 years - no other area financial institution can make that claim.

The VSP Club, for those "55 and better," continues to grow and improve. Earlier this month, members visited the Pabst Mansion and the Domes and had an excellent time. There are 3 or 4 trips planned throughout the rest of the year. Membership in the VSP Club is free and there are numerous benefits for joining - if you have an interest in learning more about the club, contact Rochelle Mitchell or any bank officer.

Technology is often mentioned as the fastest growing area in banking. One of the products/services that is becoming more popular is that of "E Statements" this type of statement, allows you to review/reconcile your checking account statement on-line, it is faster (no waiting for the mail), safer (no risk of having your mail stolen) and more convenient, since you can review your account activity and cancelled checks from anywhere. By the way, it is also free - to learn more, please feel free to contact any of our Customer Service Representatives for details.

On behalf of the Board of Directors, Officers and Staff, please know we appreciate your being a member of the PremierBank family, and for helping us to grow and prosper. Our goal is to continue to improve—if you have suggestions for our improvement, please feel free to contact us.

Thanks for listening.... Dave Bienfang



### Good for 2 for 1 adult admission July 11th or 12th only.

Admission only does not include carnival rides

Coupon may not be duplicated.

