

TSB

PO BOX 30, WAKEFIELD, MA 01880

PRESORTED
STANDARD
U.S. POSTAGE
PAID
P S B
9 2 7 9 9

TSB
Insurance Services, Inc.

Home | Auto | Life | Commercial
A Subsidiary of The Savings Bank

TSB Insurance Services, Inc.
A fully owned subsidiary of The Savings Bank

As you may know, The Savings Bank has been offering insurance services since 2001. In order to better align with The Savings Bank's family of products, we have changed the Agency's name from TSB Thibodeau Insurance to TSB Insurance Services, Inc.

TSB Insurance Services looks forward to continuing to offer a full line of insurance products to our current and future customers and to expanding our programs.

Our team of professionals can help you with:

*Homeowners Insurance
Automobile Insurance
Renters Insurance*

*Umbrella Insurance
Commercial Insurance
And more!*

You can be assured that you will receive the very best personal service backed by the exceptional products available. Call us at 781-246-2893.

Branch Locations



The Savings Bank

Since 1869

Wakefield, MA

357 Main Street • 599 North Avenue • 907 Main Street
Lynnfield, MA • 584 Main Street • 1105 Summer Street

Andover, MA • 84 Main Street

Methuen, MA • 17 Burnham Road

North Reading, MA • 6 Washington Street
1-800-246-2009

TSB SECURITIES GROUP

An Independent Service at The Savings Bank

84 Main Street, Andover, MA
351 Main Street, Wakefield, MA

TSB
Insurance Services, Inc.

Home | Auto | Life | Commercial
A Subsidiary of The Savings Bank

351 Main Street, Wakefield, MA

FIRST FINANCIAL TRUST

A Subsidiary of The Savings Bank

2223 Washington Street, Newton, MA
100 Erdman Way, Leominster MA
599 North Avenue, Wakefield, MA

1-800-246-2009

www.tsbawake24.com

We've been helping people for over 140 years. How can we help you?



Member FDIC
Member DIF

TSB FINANCIAL CONNECTIONS

April 2010



President's Message



Back in January of 2009 I used this space to talk about the importance of financial literacy. I discussed our program The C.L.U.B. (Children Learning to Understand Banking) and our 1st Educational Savings Branch at Wakefield High that has been in operation since 1981. I am returning, now, to the same soapbox.

State Senator Susan Tucker is the primary sponsor of Senate Bill 2275 filed on February 18, 2010. The following is taken from S2275:

“...to equip students with the knowledge and skills needed to become self-supporting and to enable students to make critical decisions regarding personal finances...the components of personal financial literacy covered in the program shall include: understanding loans, borrowing money, interest, credit card debt, and online commerce; rights and responsibilities of renting or buying a home;

saving, investing, and planning for retirement; and banking and financial services...for grades kindergarten to 12 inclusive, within the existing mathematics curriculum.”

We at The Savings Bank applaud Senator Tucker's initiative and support the concepts conveyed in S2275.

Recent actions by the federal government to control abuses in the credit card area clearly point to the need for financial education at an early age. Pending changes to “overdraft protection” (also known as “bounce protection”) also highlight the importance of understanding what a financial product does, and does not, do.

We hope that consumers of all ages understand the fundamentals of basic banking products – the need to reconcile accounts on a regular basis, the need to understand the terms and conditions of various loan products, and the ramifications both short- and long-term of not fully understanding a financial product or service. Recent history in the housing market is the clearest example of why financial education is important. It is never too early to begin discussing basic financial concepts.

We would encourage you to contact your local legislators about this proposed financial education legislation and ask them for their support of this important component of basic education.

Please visit us at our newly redesigned website www.tsbawake24.com, give us a call, or stop in to talk with us in person. We're here to help and to answer your questions. You may also call me directly at 781-224-5428.

Brian D. McCoubrey
President and Chief Executive Officer



The Savings Bank

TSB Online Bill Payment

It's Fast, Free and the
Safest Way to
pay your bills.

- Set up one time or recurring payments
- Manage and track your payments all with one log in
- No more worrying about late payments

Visit www.tsbawake24.com
to sign up for free online bill
payment today!

Contents

**First Time
Homebuyers Seminar**

New York Finance Trip

Welcoming Chris Reilly

**FFT Financial Planners
Named by Boston Magazine**

**Preparing for a
Small Business Loan**

**Retirement Planning
Help**

TSB Community News

The Savings Bank is proud to have been serving the community for 141 years. We thought you'd like to see how we are helping out.

2nd Quarter Sponsorships & Donations:

- A Better Chance – Andover
- Burbank YMCA
- Larry Robinson Road Race
- Lawrence Boys & Girls Club
- Lynnfield/North Reading Wrestling
- Merrimack Valley YMCA
- Methuen Memorial Music Hall
- Methuen Scholarship Foundation
- Middlesex Concert Band
- Northeast Parent Advisory
- North Reading Diamond Club
- North Reading Parks & Recreation
- North Shore Skating Club
- Spaulding Education
- Stoneham Theatre
- Wakefield Merchant Baseball
- Wakefield Track Booster Club
- Wakefield Little League
- Wakefield Educational Foundation
- YWCA of Greater Lawrence

First Time Homebuyer Seminar

Dozens of area residents and potential homebuyers attended the free First Time Homebuyer Seminar at the Main Office of The Savings Bank to learn about the home buying process and the importance of a mortgage officer, realtor, conveyance attorney, insurance agent and home inspector. In addition, the attendees also received information about the \$8,000 First-Time Homebuyer tax credit from tax preparation professionals.

Among those who attended the recent seminar were Wakefield residents (seated, left to right) Alexander Krauss, Katrina Bruyn and Eric Bruyn. Seminar speakers included (standing, left to right) Attorney Scott Garrant; Stephen LeSaffre, Senior Mortgage Originator, The Saving Bank; Realtor Christopher J. Barrett, Christopher J. Barrett Realtors; and Edward Yee and Naresh Thacker, both of H&R Block.



1st ESB in New York



Student officers of the 1st Educational Savings Branch of The Savings Bank (from left to right) Maureen Quirk, Tom Dorney, Chris Galli, Dayna McCoubrey, and Sasha Bodnaruk recently visited New York City to learn more about finance and the banking industry. During their two-day visit to the city with banking coordinators Cindy Lyons of The Savings Bank and Michele Carlson of Wakefield High School, the WHS

students took a walking tour of the Financial District and had an opportunity to see the Museum of American Finance and the Federal Reserve Bank of New York, as well as the September 11th Memorial.

Welcome



Chris Reilly
Vice President Business Development

The Savings Bank recently hired **Chris Reilly** to fulfill the role of Business Development Officer for the Bank. Chris has an extensive background in banking which includes the management, business development, and retention of existing business clients as well as management of retail banking branches.

Chris has an extraordinary record of success in developing relationships with new and exiting customers and is a perfect fit for The Savings Bank. He will work collaboratively with retail and business customers to find financial solutions to accommodate their individual banking needs.

Please contact Chris at 781-224-5365 to review your financial needs and see how The Savings Bank can help you reach your goals.

Need Help With Your Retirement Planning?

At The Savings Bank, we have been helping our customers save for more than 140 years. Let us help you with:

- Traditional IRA
- Education IRA
- Roth IRA
- SEP IRA
- Roth Conversions
- Rollovers/Transfers

Call on Retirement Specialist Kimberly Cournoyer at 781-224-5467. She will work with you to find the best savings options for your individual needs.

We invite you to experience the true value of retirement planning at The Savings Bank.



Kimberly Cournoyer
Retirement Plan Coordinator

FFT Financial Planners Guertin and Rosenthal Named Among Top Wealth Managers by Boston Magazine

FIRST FINANCIAL TRUST
A Subsidiary of The Savings Bank

(Newton, MA) – Walter Guertin, CFP®, CPA/PFS, CSA, and Richard Rosenthal, a financial planner and portfolio manager respectively, at First Financial Trust of Newton, a subsidiary of The Savings Bank, have been recognized by Boston Magazine as 2010 FIVE STAR Wealth Managers. Only 536, or less than four percent, of the 14,600 wealth managers in the Boston area have earned this honor.

In a survey conducted by Crescendo Business Services, in partnership with Boston Magazine, approximately 105,000 high-net-worth Boston area residents were surveyed and were asked to evaluate wealth managers they knew through personal experience using nine criteria: customer service, integrity, knowledge/expertise, communication, value for fee charged, meeting of financial objectives, post-sale service, quality of recommendations, and overall satisfaction. An additional 10,200 surveys were sent to financial industry professionals.

Using the completed surveys, wealth managers with five or more years of experience received a score based on both positive and negative feedback. A blue ribbon panel also reviewed the wealth managers, with the top-ranked managers making the elite list.

The list appeared in the February issue of Boston Magazine. Each top-scoring manager was listed based on their primary financial service, as well as the three additional financial services they provide to their clients.

Walter Guertin

Walter Guertin, Senior Vice President, Financial Planning at FFT has more than 30 years experience in the financial services industry, and works with clients in all aspects of their personal finances, with particular emphasis on retirement, tax and estate planning. Prior to joining First Financial, Walter was a



Walter Guertin

Boston
magazine



Richard Rosenthal

principal with Legacy Financial Services, Inc., a personal financial planning and investment firm. He also served as Senior Vice President for the Federal Home Loan Bank of Boston and was an auditor with the international accounting firm of Price Waterhouse & Co.

Richard Rosenthal

Richard Rosenthal, Vice President and Investment Officer at First Financial Trust, currently serves as the firm's senior economist. He is a portfolio manager for institutional and high net worth individuals and was instrumental in the development of the firm's Multiple Asset Program. Rich co-manages FFT's taxable bond strategy.

Before being promoted to portfolio manager, Rich was the Head Trader for First Financial Trust, according to Eileen B. Buckley, President and Chief Executive Officer of First Financial Trust.

Prior to joining First Financial Trust, Rich opened and managed a professional trading office in downtown Boston, and was a specialist for Dean Witter on the floor of the Boston Stock Exchange.

First Financial Trust, a subsidiary of The Savings Bank, provides Investment Management, Financial Planning, Trust Administration, and Estate Settlement Services, as well as Retirement and Profit Sharing Plan Fund Management, and Non-profit and Endowment Fund Management. If you are seeking a complimentary second opinion on how your

portfolio is managed, we at First Financial Trust would welcome the opportunity to speak with you. Please call Jarrad Glennon, Vice President Business Development, at 617-658-7623 or email him at lennon@firstfinancialtrust.com.

Commercial Corner

Tips to Help You Prepare for a Small Business Loan

An important source of funding for your business in the future can be the bank. Relationship banking has been the cornerstone of small business financing. A good relationship between the business owners and bankers allows for the free exchange of knowledge and the ability to meet the needs of businesses. A banker informed of your business can not only provide you with a small business loan but also offer practical advice on financial matters.

Setting up a relationship with your banker begins with following five tips:

- Set up a bank account at a bank that deals with your size and type of small business.
- Manage the account effectively and avoid overdrafts, bounced checks, and low balances.
- Borrow a short-term loan and pay quickly to establish your business credit.

- Keep your bank informed of upcoming issues, missed projections, and missed payments.
- Get to know your banker and help them to understand your business.
- Work with an experienced lender at a local financial institution. Look for someone that understands you and will offer financial advice that will help your company grow and prosper in today's economy.



Lawrence Andrews
Senior Vice President
Commercial Lending

Relationships can be beneficial when it comes time to apply for a business loan or credit line. The Commercial Banking Team at The Savings Bank has more than 90 years of combined experience. We are happy to help you get started. Call on Lawrence Andrews, Senior VP Commercial Lending at 781-224-3564.

Local Lenders Making Local Loan Decisions.