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# Sign up for eStatements and Get a \$5 Dunkin Donuts Gift Card

Plus enter to win one of five \$100 Market Basket Gift Cards



When you sign up for Free eStatements by November 15th we'll give you a \$5 Dunkin Donuts Gift card.\* Plus, you'll automatically be entered to win one of five \$100 gift cards to Market Basket.\*\*

Simply log in to Online Banking and sign up for eStatements. You'll enjoy:

- Receiving, viewing, and storing your statement online
- Fast, free, and convenient access
- No more waiting for the mail
- And it's environmentally friendly!
- No more risk of lost or stolen statements

Stop by any branch office, or visit [www.tsbawake24.com](http://www.tsbawake24.com) and log in to online banking to sign up today! Not an online banking customer? Not a problem. Sign up now at [www.tsbawake24.com](http://www.tsbawake24.com).

\* Offer valid through 11/15/09. \$5 gift card to Dunkin Donuts will be mailed within 30 days of signing up. One \$5 gift card incentive per individual.

\*\* No purchase necessary for the Market Basket gift card drawing(s). Must be 18 years of age or older to enter. All new eStatement registrants will be automatically entered during the contest period. Or, enter by printing your name, complete street address, daytime phone number, and e-mail address on a 3: x 5: card and mail to: The Savings Bank, eStatement contest, Attn: Marketing, P.O. Box 30, Wakefield, MA 01880. Winners will be drawn on Wednesday, November 18, 2009. Odds of winning dependent upon the number of eligible entries received. Winners will be notified by telephone. All applicable taxes are the sole responsibility of the prize winner. Employees of The Savings Bank and the Bank's subsidiaries, officers, and directors and their immediate family members are not eligible for incentive or drawing.

## Branch Locations



**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**  
**THIBODEAU INSURANCE AGENCY**  
*Home • Auto • Life • Long Term Care • Commercial*  
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](http://www.tsbawake24.com)

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

 Member FDIC  
 Member DIF



## President's Message



### The nation's banks are one of the most heavily regulated industries in the country.

Bankers comply with more than 6,000 pages of regulations intended to protect the safety and soundness of your deposits and the banking system as a whole.

You probably wouldn't expect a banker to come out in favor of more regulation. Yet, that's just what I'm doing – up to a point.

We support the Obama administration's proposals to develop ways of handling the failure of a large financial institution so that such a failure doesn't send shock waves

throughout the economy. We want to get away from taxpayers having to prop up an institution because someone thinks it's "too big to fail." It's also important that we close the regulatory gaps that allowed unregulated and lightly regulated businesses – like mortgage brokers – to create the kind of problems that have devastated our economy.

But there is one reform the administration has put forward that will do more harm than good – and that's the proposal for a Consumer Financial Protection Agency (CFPA).

It's hard to argue against anything called "consumer protection." Yet when you peel back the labels, the CFPA would have the government decide what products the banks can offer you and your business. And it would add yet another agency in Washington to send yet another set of examiners into your already over-regulated community bank.

The Savings Bank did not sell the toxic mortgages that led to the housing bust and a recession. And The Savings Bank is not AIG or Bear Stearns or Lehman Brothers, none of which were banks. The Savings Bank has been here for 140 years. The Savings Bank and other community banks are the solution to this financial crisis because we're the ones who are still lending.

We're not going to renew our economy by throwing traditional community banks under the bus and holding them there. More red tape isn't going to bind up the nation's wounds. It's going to strangle the one part of the economy that is still lending to help grow small businesses, promote home ownership and support consumer spending. We're the key to economic growth and job creation. We know our communities better than any Washington bureaucrat ever will. The notion that Washington can dictate what financial products we must offer is contrary to everything we know about good business and good government.

There's another part of the administration's proposal that I object to and that's the idea of separating consumer rules from other banking rules. Yet that's what the administration has proposed. It quite literally puts one agency in charge of bank safety and another in charge of consumer protection. That's a recipe for chaos in the marketplace because consumer protection and the financial integrity of an institution and its products are two sides of the same coin.

Consider, for example, that one person's deposit is another person's loan. It is foolish to try to regulate deposits and loans separately from the business judgments that allow banks to intermeddle between them. Ultimately, the two are inextricably linked and reliant upon each other. It

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## Ready to Refinance?

It's not too late to refinance to a great rate and lower your monthly mortgage payment. Not sure that you'll benefit by refinancing? Confused about the type of loan that is best for your personal situation? The Mortgage Lending Team at The Savings Bank is prepared to help you every step of the way. Call us at **1-800-246-2009** today. We've been helping people for 140 years. How can we help you?



### Welcome

**Sandy Correale**  
Senior Mortgage  
Originator

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# TSB Community News

The Savings Bank is proud to have been serving the community for 140 years. We thought you'd like to see how we are helping out.

## 3rd Quarter Sponsorships & Donations:

Angel Fund  
Bread of Life  
Center for Performing Arts  
Citizens Scholarship Fund  
Friends of Wakefield Tennis  
Lawrence Rotary Club  
Lazarus House  
Malden Kiwanis  
Merrimack Valley Chamber of Commerce  
Methuen Scholarship Foundation  
Nevins Family Services  
Reading/North Reading Chamber of Commerce  
Rotary Club of Lynnfield  
Wakefield Babe Ruth  
Wakefield Basketball Association  
Wakefield HS Varsity Hockey  
Wakefield HS Soccer  
Wakefield Warriors Club  
Westside Social Club  
YWCA of Greater Lawrence



## Welcome to this Year's 1st ESB Students

Left to right: Tom Dorney, Sasha Bodnaruk, Chris Galli, Maureen Quirk, Dayna McCoubrey

## Financial Management Tips for College Students

College students understand grade-point averages and test scores, but do they understand their credit score or the value of saving? Students can prepare for the financial side of college with the following tips from the American Bankers Association Education Foundation:

1. **You are in charge.** You are responsible for your finances and you should act accordingly by creating a realistic budget or plan and sticking to it.
2. **Watch Spending.** You control your money by determining how you spend or save it. Pace spending and increase saving by cutting unnecessary expenses, such as eating out or shopping, so that your money will last throughout the semester.
3. **Use Credit Wisely.** Understand the responsibilities and benefits of credit. How you handle your credit in college could affect you well after graduation. Shop around for a card that best suits your needs.
4. **Get a Bank Account.** Banks are more than money in a vault. They offer valuable services that students can benefit from like check cashing, debit cards, online banking, balance alerts, personal loans, direct deposit, financial education and some offer identity theft protection.
5. **Look Out for Money.** There's a lot of money available for students, you just have to look for it. Apply for scholarships and look for student discounts.
6. **New is Out.** Consider buying used books or ordering them online. Buying books can become expensive and often used books are in as good of shape as new ones.
7. **Entertain on a Budget.** Limit your hanging out fund. There are lots of fun activities to keep you busy in college and most are free to students. Use your meal plan or sample new recipes instead of eating out.
8. **Be particular when it comes to money.** Don't just trust anyone with your money. Be skeptical of classmates, friends or salespeople that have ideas for your money.
9. **Save.** Things happen and it's important that you are financially prepared when your car or computer breaks down or when you have to buy that unexpected bus ticket home. No matter how small the amount you should start putting some money away immediately.
10. **Ask.** This is a learning experience, so if you need help, ask. Your parents or your banker are a good place to start and remember the sooner the better.

Source: ABA.com

## Time for Fall home repairs? Find out what your home can do for you.

The cold winter months will soon be upon us. Now is the time to make sure that your home is ready for the harsh New England winter elements. Whether you need new windows, an updated heating system, or perhaps you're looking to put on an addition before the snow arrives, the home that you work so hard for may be able to work for you. No matter what it is, the home that you work so hard for, may be able to work for you. With a home equity loan or line of credit from The Savings Bank you just might find the cash you need to get the job done.

**Fixed Rate Home Equity Loans**  
Loan amounts up to \$200,000

**Home Equity Lines of Credit**  
Loan amounts up to \$300,000

To learn more about our home equity loans, a line of credit or for current rates, please call our Lending Team at 1-800-246-2009 or visit us online at [www.tsbawake24.com](http://www.tsbawake24.com).

# Your Portfolio is Not a Pastry

From the President

## Local Roots, Global Experience



**Eileen B. Buckley**  
President & CEO  
First Financial Trust

During the past year we have seen unprecedented upheavals in the markets and the economy. It seems as if all of our prior assumptions for portfolio management have flown out the window. And it's not just the markets themselves – we have seen a fundamental change in how portfolio management options are delivered to investors. More and more investors have seen the choices offered to them by their financial advisors diminished over the past five years. Investors who once had access to individually invested portfolios that were tailored to their unique goals and tax situation increasingly find that their advisors are only offering them pooled funds and “model” portfolios. Your portfolio is not a pastry so why use these “cookie cutter” solutions to manage it?

At First Financial Trust we see things a little differently. We believe that our clients are entitled to the same investment management choices and the same level of service that now seem only available to investors with multimillion dollar portfolios. While other financial advisors may say that this “open architecture” is the wave of the future – we disagree. At First Financial Trust all clients are entitled to receive custom tailored portfolios that meet their specific financial objectives. And we also believe that the person you speak with about your investments should be the same person who makes the decisions on your investments. While other advisors may be switching to call centers with portfolio decisions made in a centralized location,

**FIRST FINANCIAL TRUST**

*A Subsidiary of The Savings Bank*

we are committed to providing our clients with the same level of service and dedication that they have always received from First Financial Trust.

But we cannot just sit on our laurels either – we need to continually look for those opportunities that will offer the most benefit to our clients going forward. We invest in people and technology to provide you with Local Roots and Global Experience. We are very excited to be able to provide you with unbiased investment research designed specifically for the needs of individual investors who pay taxes, are saving for retirement, and whose goal is to provide a legacy for the next generation.

## The Nation's Banks

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therefore makes no sense to separate consumer rules from other banking rules.

The Savings Bank and community banks around the country are intensively regulated, federally insured financial institutions dedicated to serving our customers and to growing our communities and with our communities.

I hope you'll remember one of the lessons learned in this latest financial crisis. If something sounds too good to be true, it probably is.

Visit us at [www.tsbawake24.com](http://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

## Commercial Corner

We're pleased to announce that our Commercial Banking Team is growing! That's right. At The Savings Bank we are actually adding to our team so that we can continue to offer our businesses the very best products, services and resources available to help them succeed.

Whether your business needs Free Checking, a Line of Credit, Merchant Credit Card Services, or Remote Deposit Capture, we have the tools that you need and so much more.



### Welcome Pete Johnston

Pete has more than 20 years of commercial lending experience and his strengths lie in the strong relationships that he has fostered with his business customers. With previous commercial banking positions including Vice President, Commercial Relationship Manager at Sovereign Bank, and positions in commercial lending at the Institution for Savings, Provident Bank, First Essex Bank, First & Ocean National Bank, and Chemical Bank New Jersey, Pete brings a strong commercial banking background to our team.

**Pete Johnston**  
Vice President &  
Commercial Banking Officer



**Larry Andrews,**  
Senior Vice President &  
Senior Commercial Lender