



Service *first.* Solutions that *last.*

300 East Main Street
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Manchester, IA 52057

www.fsbia.com



Customer

Connection

Member FDIC



September 2009

Let's Learn Our Way Out of the Recession

First State Bank is proud to say, that in the midst of these challenging times, our staff has helped our customers make very good decisions.

That is why we're fortunate enough to be having a strong 2009. However, while some economic indicators are negative, and others show promise, all of us, collectively and individually, are executing our own recovery strategies. As we look forward, I hope we also look back – to face and fix the root causes of our current challenges.

One of those causes is America's lack of financial literacy: college kids who have no concept of credit card terms, families who took on mortgages they didn't understand, and all the rest of us who collectively save just 3% of our annual incomes.

The buck stops at the door of personal responsibility. We teach our children to not

play with fire. But we don't teach them the folly of demanding instant financial gratification. Waiting – and saving – for two or three years to get a decent down payment on a home and avoiding finance charges over 20% on credit card purchases, are responsible behaviors in any economic environment.

As some economists see the "green shoots" of recovery, let's each make a commitment to plant a few seeds for the future, by taking the time to help our kids, our employees, and our communities approach their finances with more savvy – and discipline.

If I can be of help, please give me a call.

Sincerely,

Joe Wiewel, President



\$8,000 Home Buyer Tax Credit at a Glance

- ▶ **The tax credit is for first-time home buyers only.** For the tax credit program, the IRS defines a first-time home buyer as someone who has not owned a principal residence during the three-year period prior to the purchase.
- ▶ **The tax credit does not have to be repaid.**
- ▶ The tax credit is equal to **10 percent of the home's purchase price up to a maximum of \$8,000.**
- ▶ The credit is available for homes purchased **on or after January 1, 2009 and before December 1, 2009.**
- ▶ Single taxpayers with **incomes up to \$75,000** and married couples with **incomes up to \$150,000** qualify for the full tax credit.

Source: <http://www.federalhousingtaxcredit.com/2009/glance.php>

Want to learn more?

Contact one of our Mortgage Specialists today!

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First State Realty is proud to welcome Bob Wendt as a licensed salesperson on their realty team. Bob will help you find the real estate option to suit your needs or work with you to find the purchaser for the property you are selling.

With Bob's extensive background in agriculture and education in real estate, he is an asset to our sales team when it comes to farm, acreage or residential realty needs. Bob's background of satisfied clients is yet another reason he is a great fit for our team.

Bob and his wife, Karen, have lived and been active in the Manchester area for over 34 years and grew up in neighboring communities. They have three grown children and four grandchildren.

Call or stop by today!
927-3357 • 104 North Tama Street • Manchester, IA
www.firstrealtymanchester.com



Did your savings **take a hit** when the market dipped?

Protect your retirement savings from future market dips. An annuity can help.

With fixed index annuities, an unpredictable market isn't so intimidating. Fixed index annuities allow you to manage risk while you take advantage of opportunities. **With a fixed index annuity you can:**

Protect your principal from market fluctuations

Take advantage of potential growth from indexed interest

Benefit from tax deferral

Fixed index annuities also offer guaranteed minimum interest rates, the option for lifetime income, and more!

Annuities are subject to surrender charges, which could result in a loss of principal and credited interest if the contract is surrendered prematurely. Guarantees are backed by the financial strength and claims' paying ability of highly rated insurance companies.



Call me today for details!
Adam C. Tyrrell
Investment Officer
109 N. Tama Street
Manchester, IA 52057
563-927-5226

Securities offered through IBA Securities, a division of Broker Dealer Financial Services Corp. Member FINRA and SIPC. Not FDIC insured, no bank guarantee, may lose value.

Congratulations to the winners of our summer credit card promotion!

Each one took home a navigation system!

Laura Lewin

Mark Helmrichs

FDIC Insurance Extension

Deposits at FDIC-insured institutions are now insured up to at least \$250,000 per depositor through December 31, 2013. On January 1, 2014, the standard insurance amount will return to \$100,000 per depositor for all account categories except IRAs and certain other retirement accounts which will remain at \$250,000 per depositor.

Questions about coverage? Contact us, or visit: <http://www.fdic.gov/deposit/deposits/index.html>

Where We're Headed ... **Join Us!**

Carl Hurley Comedy Show

October 13 • 2 p.m. matinee
Grand Opera House, Dubuque
Fall foliage, great lunch and an afternoon of comedy and music!

Special Thanksgiving Dinner to Celebrate the 20th Anniversary of the Emerald Club

November 12

Fireside Theatre

November 18 • Miracle on 34th Street

15-Day Mediterranean Cruise Tour

May 11-25, 2010
Cruise on the Oceania, an intimate, 684-passenger ship, to the most enchanting islands and exciting cities of the Mediterranean. Journey to the best of Greece, Turkey, Italy, Monaco, France and Spain. Stops in Athens, Santorini, Sicily, Rome, Florence, Monte Carlo and Barcelona plus much more.

Cape Cod

Come hear more at our travel show September 23 at 5 p.m. in the Emerald Building.

September 12-17, 2010
Fly to Boston and start the journey to Cape Cod. Sand dunes, light houses, seafood, beaches, fishing boats, whale watching and so much more. Ferry across Martha's Vineyard or Nantucket.



For more information on these trips or to join the Emerald Club, please contact Laura or Lou Ann at 563-927-3814.