



Prime Times

A FINANCIAL RESOURCE FOR THE VALUED CUSTOMERS OF GREENWOODS STATE BANK ♦ MARCH 2011

Greenwoods Welcomes New Executive



Bill McDonald, CEO (left) of Greenwoods State Bank is happy to welcome Michael Daniel (right), as new Executive Vice President of Commercial Lending to our team. Mike started here on February 1, 2011. Mike brings extensive experience in banking and commercial lending to the bank.

Mike Daniel is a business leader and finance professional with over twenty years of experience in business development, credit analysis, portfolio management and business consulting. Mike has worked in all facets of banking, from teller to mortgage loan officer and everything in between. For the past 15 years Mike has been a commercial loan officer in the Dane County market, working for Chase, and most recently at First Bank Financial Centre. Mike understands the challenges of running a business in this turbulent economic environment and strives to provide financial solutions that meet your needs.



On The Teller Line

By June Hawkes

It's IRA Season How to Decide

January 1 – April 15 is often referred to as “IRA Season” and in the banking world. An Individual Retirement Account (IRA) is one of the best ways to save for retirement and possibly receive a tax deduction on your income taxes (depending upon income level) at the same time. There are two types of IRAs to select from: Traditional IRA and ROTH IRA. Both forms allow the investor to select the type of investment for his/her IRA. Here are some of the points to consider when deciding which IRA is best for you.

Traditional IRA

- Tax deductible contributions (depending on income level)
- All funds withdrawn (including principal contributions) before 59½ are subject to a 10% penalty (subject to exception).
- Withdrawals may begin at age 59½ and are mandatory by 70½.
- Taxes are paid on earnings when withdrawn from the IRA
- Available to everyone; no income restrictions

Roth IRA

- Contributions are not tax deductible
- No Mandatory Distribution Age
- Principal contributions can be withdrawn any time without penalty (subject to some minimal conditions).
- All withdrawals are 100% tax free if rules and regulations are followed
- Available only to single-filers making up to \$95,000 or married couples making a combined maximum of \$150,000 annually.

For help with your Greenwoods State Bank IRA, please stop in to see June or Martha in the Lake Mills office, or Chris or Jen in the Rio office.

Rio Report - Rio Welcomes New Teller

By Jen Kiefer (left)



On February 1st the Rio branch welcomed Cindy Salbego (right) as our new part time teller. Cindy and her husband Jeff bought a farmette and moved to Rio from Columbus three years ago. Cindy comes to Greenwoods State Bank with 15 years of Customer Service experience. If you have not

yet had a chance to meet Cindy, please stop by so we can introduce you. She is looking forward to meeting more members of the Rio community.

In addition to our new team member, we also want to let everyone know that the Rio Area Historical Society has put together two DVDs about the history of Rio. Rio History: Volume 1 features homecoming and prom in the early 1950's, Rio High School initiation, and RHS band tournament in Richland Center. Rio History: Volume 2 features RHS prom of 1951, Mauston musical festival, Rio Firemen's picnic of 1949, show time-ventriloquist and dancing. These DVD's are available here at Greenwoods State Bank, Rio Hometown Pharmacy, and Canales Flooring. A donation to the Rio Area Historical Society is appreciated.

Happy Returns: Tips For Saving Money at Tax Time

Consider using tax time to pay off high-interest debt or save for the future. “Use your tax refund to pay down high-interest debt and build up your savings,” said Luke W. Reynolds, Chief of the FDIC's Community Outreach Section. You can also direct deposit your refund into as many as three different accounts and three different financial institutions.”

Avoid high-interest loans offered at tax time. In particular, be aware of a “refund anticipation loan.” “Refund anticipation loans are costly and often unnecessary because taxpayers can expect to have their tax refund direct deposited into their bank account within about 10 days of when the return was electronically filed with the IRS,” explained Joyce Thomas, an FDIC financial educator in the Community Outreach Section. “The funds spent on fees and interest for any sort of refund advance could be better used, including saving for a goal or paying down debt,” added Reynolds.

Be on guard against tax-related frauds. Examples include scam e-mails falsely claiming to come from the IRS and intended to trick taxpayers into revealing personal information. Other scams involve unscrupulous tax preparers who promise larger refunds than competitors and make fraudulent errors that expose victims to costly fees and penalties. For more information and consumer tips, go to fdic.gov.

Anniversaries

Congratulations to the following who will be celebrating anniversaries with Greenwoods State Bank this spring: **Randy Vail**, President, celebrates his 22nd year with Greenwoods State Bank on May 20. **Tammy Cooper**, Customer Service Rep in Lake Mills will celebrate her 6th year with us on March 8. **Melissa Punzel**, Commercial Banking Coordinator, celebrates her 5th anniversary with us on May 15. **Greg Wilson**, Mortgage Lending Officer, celebrates his second anniversary on May 19. **Karen Devlin**, Teller Supervisor in Lake Mills, celebrates her first anniversary on March 8. **Shirley Carlson**, Mortgage Loan Processor, also celebrates her first year with us on April 12.

Thank you all for everything you do for both Greenwoods State Bank and the communities we serve.

Holiday Hours

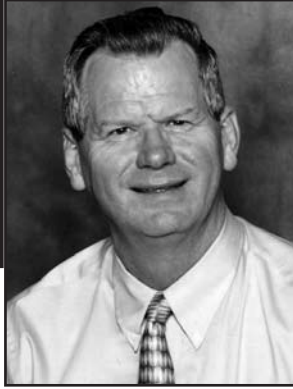
Greenwoods State Bank will observe the following Holidays this quarter:

Good Friday, April 22, Closed Noon – 3:00 p.m.
Mon., May 30, Closed in honor of Memorial Day.

We're here to assist you!

- ◆ 117 N. Main Street • Lake Mills, Wisconsin 53551
- 920-648-2324
- Fax: 920-648-2473
- ◆ 575 S. Lowville Road • Rio, Wisconsin 53960
- 920-992-6000
- Fax: 920-992-6001
- ◆ Toll Free: 800-224-2324
- ◆ Free Monthly e-statements
- ◆ Internet Banking with Free Bill Pay
- ◆ Website..... www.greenwoodsstatebank.com
- ◆ E-Mail bank@greenwoodsstatebank.com
- ◆ 24 hour Phone Banking 920-648-3700
- ◆ Report lost or stolen Check Card 800-528-2273





Prime Times
INVESTMENT CORNER

**This website will make your eyes spin;
Don't let it make your head spin.**

By Don Selje, Investment Representative

If you want to “boggle your mind” with a myriad of numbers, information and many hidden messages, go to the website: www.usdebtclock.org. It's one of those educational websites that you can navigate around in for hours learning as much as you want – and then leaving with a sense of bewilderment.¹

The first thing you'd notice among the couple dozen or so numerical real-time “clocks” running is the **U.S. national debt**. This is the one that's in the news all the time, along with the **current budget deficit**. How those figures are derived come from the federal spending and tax revenue “clocks”, one running faster than the other. Breaking items out under social security, defense/wars, interest, etc. and how much is owed by each citizen is pretty scary stuff. I'd recommend taking a look at this site, then go from there where you wish. Each clock window is defined with a pop-up box.

There is a “Debt Clock Time Machine” where you can look or compare any of these clocks from as long as 10 years ago. There are also clocks for each of our 50 states and a large number of foreign countries. There are also opportunities to link to related articles and websites, along with some obligatory *Ads by Google*.

These “numbers” are going on around us all the time while we're often trying to make sense of the numbers going on in our own family's world: monthly bills, 401(k) balance, next pay raise (or pay cut), property taxes, gas prices and so on. It can understandably be hard to keep track of it all. And it can be hard to plan for the future when the future holds so much uncertainty.

I've made a list of 24 Headings relating to economic and political risks. Each one has a news impact and can be disturbing to talk about (such as National Debt, Inflation, Terrorism, Public Pension Crisis, College Debt Bubble, etc.). Some of these items make it into the news each day. Some turn into events that capture the world's attention for a time. Some will undoubtedly change the way we will live and work in the future. For a list of these 24 topics, give me a call.

Because no one has a crystal ball, as they say, we can choose to prepare “conservatively” or “aggressively”. While there is a lot of uncertainty in this world (the case for being conservative), there are also life-changing discoveries and technologies on the horizon that will make some people rich (the case for being aggressive). How many things exist today, are beneficial and even necessary – that didn't exist 10 or 20 years ago? Likewise, there are destructive forces at work in our society that we need to be aware of and avoid where possible.

Many of my articles revolve around the idea of taking care of what you can control. Because we know that death, taxes and (hopefully) retirement are in our future, those are the things I often recommend addressing conservatively and realistically. There are also going to be opportunities to take more risks or aggressively invest. That can allow us to tap into the inevitable progress and advances, but I usually don't recommend gambling the necessities or security for the allure of risky gains.

I went to a meeting recently where the speaker posed several challenging questions. One of the most thought-provoking was: “Do you want to be rich or be guaranteed that you'll never be poor?” It makes you stop and think, doesn't it?

Much the same way, we can arrange the things we can control to provide us with as many guarantees as possible. Then we can invest and hope for the best, trusting in the instincts and ingenuity of modern man. There's enough uncertainty around us so we have to keep all the risks in perspective. And there's plenty of opportunity as well. You probably will find both by spending a little time at www.usdebtclock.org.

Don C. Selje, CLU
Registered Representative

¹ This website is not associated with any government agency or affiliated with any political party or lobbying group. See “about us” at the website. The numbers on this site cannot be guaranteed.