

Ambassador Club News

Spring 2023

A newsletter for CBI Bank & Trust's Ambassador Club members

President's Message

Many of you have seen recent media coverage about the banking industry. In March of this year, a \$200 billion bank in California failed, and a few days later, a \$100 billion bank in New York failed. Both situations were isolated cases, as these banks ran nontraditional business models focused on risky market segments.

CBI Bank & Trust operates a traditional community bank business model and has no exposure to cryptocurrency or any other high-risk market segment. We are highly capitalized and have strong liquidity. Our roots are deep, and we continue to do what we've always done: build strong relationships with our communities' individuals, businesses, and farmers.

Our entire organization is managed locally by the staff our clients know and trust. Our bank lends to businesses and individuals in rural and urban settings, which helps our customers and the communities we serve grow and prosper. Finally, we firmly believe in good corporate citizenship.

Our entire banking team is eager to serve Ambassador Club members to make sure you get the most from the many products and services we offer. Thank you for placing your trust in us!

Sincerely,



President, Iowa Division
CBI Bank & Trust



Bob Howard

Club Director's Message

Greetings! My name is Angie Thompson, and I am the new Ambassador Club Director. Over the past weeks, I have had a chance to work with some of you in person. Feel free to stop by our Park Avenue office to chat or have me assist with your banking needs. I look forward to serving many more of you.

A bit about my background: I grew up in Muscatine on my family farm. I have two adult boys and am an avid animal lover. I have cats and a dog at home, plus my horse on our family farm. My free time is spent with my family or furry friends.

The events calendar in this newsletter includes events for both the Muscatine area and Galesburg areas. This gives everyone the opportunity to participate in any of our Ambassador Club events and get to know other members who you may not have met.

Bingo is back! Starting in May, every second Thursday of the month.

A new feature this year is the Diners Club, where we will meet at a local restaurant for dining, friendship, and fun. This is an excellent opportunity to relax and get to know each other. I hope to see you at these!



We have a couple of trips planned. One in July, to Chicago for the Cubs and Cardinals game at Wrigley Field. This is the opening day of the Cubs and Cardinals series, and a Cubs representative says it will be an exciting game. It's considered "the biggest home game of the year." The trip will fill up fast, so be sure you get your spot before it is too late. Another in October, to ride the Mississippi aboard the Celebration Belle. This fall foliage tour has a full buffet meal, entertainment, and incredible views.

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Club Director's Message, *continued*

A great craft day is planned in November, where we can paint holiday-themed ceramics with choices from ornaments to lighted trees! What a perfect time to create some unique gifts to pass on to family for the holidays.

Be sure to reserve your spaces for all the upcoming fun. I look forward to seeing you all at an event or in my office to serve your banking needs.

As many of you know, CD specials are more attractive these days, and I'd be happy to help you find the one that fits your needs.

Until next time,

Angie Thompson

Ambassador Club Director

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Are you really the lucky winner?

Spot the prize scams

Say you hear or read the words: "You've won!" What will you do with your winnings? Who wouldn't be excited to win a prize, sweepstakes, or lottery? But...did you actually win? And how do you know?

Sweepstakes, prize, and lottery frauds are among the top scams people report to the FTC. These scams usually start with a call or message that says you're a winner. (A lie.) They say to get the so-called prize you have to send money or click somewhere to give your information. Don't. The most recent FTC data shows people reported losing \$301 million to this type of fraud. That's an average loss of \$907 per person.

But there are also legitimate contests and prizes that follow the law and give real prizes. So how do you know the difference?

One question to consider is: did you enter the sweepstakes or play the lottery? If not, you absolutely didn't win. And here are other ways to spot and avoid prize scams:

- **Don't pay to get a prize.** Real prizes are free. Anyone who asks you to pay a fee for "taxes," "shipping and handling charges," or "processing fees" to get your prize, is a scammer. Stop and walk away.



- **Don't give your financial information.** There is absolutely no reason to ever give your bank account or credit card number to claim a prize. If anyone asks for it, it's a scam.
- **Don't give your personal information.** Scammers hope you'll click on links that will take your personal information or download malware on your device. Delete the message without clicking on the links and don't respond.

Consider a Trust in Your Estate Plan



A basic will is a good starting point. However, you may want to consider additional documents — such as a trust — as part of your estate plan. A trust is a legal arrangement that allows you, the grantor, to decide what happens to your assets during your lifetime and plan for their distribution after your death.

A trust is created through legal documents, which contain instructions regarding how you want your assets distributed. Common assets held in trusts include investments, real estate, bank accounts, cars, boats, or other valuable personal property. At the time you determine, or upon your death, the trustee — either a person or organization of your choice — will carry out your wishes on the distribution of your assets.

Trusts are as varied as the assets protected by them. A few of the more common types of trusts — testamentary, living, revocable and irrevocable — are explained below. If you are interested in establishing a trust, visit with Jon Holthe or Blake Randel at CBI Bank & Trust. They can help you determine which type of trust is right for you and your family.

Testamentary Trusts

Testamentary trusts are often established to outline distribution guidelines for minor children or children with special needs. These trusts are:

- Created by you as part of your will
- Revocable, meaning you can change the terms at any point during your lifetime
- Made effective at the time of your death

Keep in mind, because a testamentary trust is part of a will, it will likely go through the probate process before taking effect.

Living Trusts

Another type of trust is a living trust, which does not go through the probate process, as it is usually

created by the grantor during their lifetime. There are generally two types of living trusts: revocable and irrevocable.

You can change or cancel a revocable living trust any time before your death. Living trusts also allow the grantor to:

- Address numerous assets or property owned in multiple states
- Include extended family members
- Plan for mental or physical incapacity or disability

Conversely, you cannot amend or cancel an irrevocable living trust once established. At that point, as grantor, you step aside permanently and no longer have the power to manage the assets in your trust.

Irrevocable living trusts also allow the grantor to:

- Receive a charitable tax deduction the year it is established (or, if assets transfer after your death, your estate receives the deduction)
- Protect assets from the former spouse of a beneficiary in the event of divorce

Trusts can be complicated legal arrangements. If you think a trust may be right for you, contact Jon Holthe or Blake Randel and they will be happy to visit with you.



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Nondeposit investment products are available through our Trust & Investment Department. Nondeposit investment products: Are Not FDIC Insured • Not Bank Guaranteed • May Lose Value • Not a Deposit • Not Insured by Any Federal Government Agency.

CDs: A Great Investment Strategy

With recent increases in interest rates, CDs have become attractive investments, especially given their safety. However, savers may not be unlocking their full potential.

A strategy to increase income and reduce interest rate risk is to ladder CD maturities. The process is as follows. Suppose you have \$15,000 to deposit and are looking at a 3-year time horizon. By employing the CD Ladder Strategy, instead of locking your money in for three years, you would spread that around shorter maturities. You might buy:

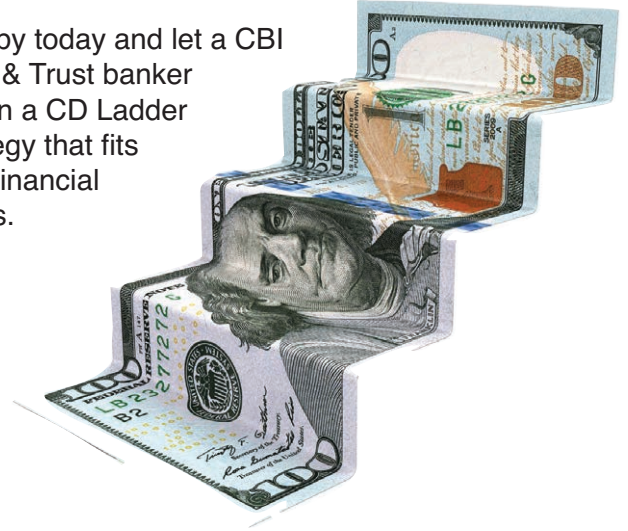
- A \$5,000 6-month CD
- A \$5,000 1-Year CD
- A \$5,000 3-Year CD

Now if interest rates go up, you have a CD maturing to take advantage of the higher rate. If rates do not go up, you have the benefit of the longer-term CDs to give you much more income than having it all in the short term. There is no need to chase down the highest special

unless it fits the maturity, and no need to worry about interest rates. By having multiple CDs spread over different periods, investors will always have cash available.

The strategy can be helpful for retirees who wish to stretch fixed retirement incomes. CD ladders also help avoid market volatility.

Stop by today and let a CBI Bank & Trust banker design a CD Ladder Strategy that fits your financial needs.



Ambassador Club

Exclusively for Customers 50 & Better!

Don't Forget to Use Your Merchant Discounts!

Always remember to show your Ambassador Club Merchant Discount Card. Many merchants will not give a discount if you don't show your card. If you need a card or an updated one, please call Angie at (563) 263-3144.

For a complete merchant list, visit www.cbibt.com/personal/ambassador-club

Contact Information

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Angie will be happy to help with any inquiries at all locations.



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