Spring Garden

WORD SEARCH

O	J	S	H	D	I	T	H	H	C	E	U
K	A	C	K	A	T	N	I	A	R	N	B
Y	V	S	G	N	F	E	N	C	E	I	D
K	M	V	A	N	F	E	F	W	P	H	G
S	E	L	B	A	T	E	G	E	V	S	J
H	P	U	V	Z	K	F	Y	E	Z	N	K
U	F	W	H	O	E	M	A	D	L	U	S
G	S	R	E	W	O	L	F	S	S	S	G
V	H	R	U	Z	V	J	J	E	D	R	X
W	S	M	R	O	W	Z	E	R	T	A	M
Q	H	D	E	D	K	D	I	T	A	K	L
L	T	P	H	M	S	B	N	T	Y	E	E

BIRDS
FENCE
FLOWERS
HOE
PLANT
RAIN

RAKE
SEEDS
SUNSHINE
VEGETABLES
WEEDS
WORMS

Kids and Money

Start teaching children about financial responsibility by giving them three envelopes. One marked **GIVING** one marked **SAVING** and one marked **SPENDING.** Sit down with your child and discuss how to divide their allowance or the money they earn into the three categories. Listen to your child. Help them set their guidlines. Check with them each week to see how it's going. Does he/she need to make some adjustments? Saving for a special purchase and buying it with his/her own money will give him/her a sense of accomplishment. It will build self-esteem.

"Tell me, and I'll forget.
Show me, and I may not remember.
Involve me, and I'll understand."
--Native American Saying

Paternal Payback

On the day I received my learner's permit, my father agreed to take me out for a driving lesson. With a big grin, he hopped in behind the driver's seat. "Why aren't you sitting up front on the passenger's side?" I asked.

"Kirsten, I've been waiting for this ever since you were a little girl," Dad replied. "Now it's my turn to sit back here and kick the seat."

--Submitted by Kirsten Wiley from *Reader's Digest*

NSSB

Banking Hours

North Salem
Mon.-Thurs. 8am-3pm
Friday 8am-6pm
Saturday 8am-12pm

Danville
Mon.-Thurs. 9am-5pm
Friday 9am-6pm
Saturday 8am-12pm
Drive Up
Mon.-Thurs. 7am-5pm
Friday 7am-6pm
Saturday 8am-12pm

Danville Kroger
Mon.-Fri.10am-8pm
Saturday 10am-2pm

Greencastle
Mon.-Thurs. 9am-5pm
Friday 9am-6pm
Saturday 8am-12pm
Drive Up
Mon.-Fri. 7am-6pm
Saturday 8am-12pm

Waveland
Mon.-Thurs. 9am-4pm
Friday 9am-6pm
Saturday 8am-12pm

NSSB

Where Caring Still Counts

Spring Issue ~ News & Views

From President Rod Lasley

Wow! What a first quarter. The financial landscape is changing daily and it is impossible to know what will be occurring next. However, let me provide you with some assurance and peace of mind regarding North Salem State Bank and your banking relationships. We are in sound condition and while sub prime mortgages are taking some non-banking institutions and some large investment banking institutions down, we are not directly affected by that. The money you have with NSSB is safe and will continue to be safe. Many of the media sources are scaring some depositors and making it sound as though all banks are in trouble. This is NOT TRUE! The FDIC provides customers of commercial banks with insurance up to $100,000 to protect against any situation that might occur. The FDIC also allows other methods of providing insurance for amounts greater than $100,000. Feel free to contact one of our Deposit Representatives at any of our locations and they can provide you with greater details.

Within this newsletter, our Director of Financial Services, George Leslie, has provided some tips to help you be prepared for these times and ideas to help you have a financial plan. I trust you will find his statements helpful and thought provoking.

We at NSSB are not only continuing to invest in our customers, but our communities as well. That has most recently occurred with the contribution we made to the Ivy Tech project in the Greencastle area. You will see more information regarding this opportunity within this newsletter. This new Ivy Tech campus will be a great asset for not only Greencastle and Putnam County , but also the West Central Indiana region. We are excited to be able to be a part of this educational opportunity for our area.

Finally, on a personal note, my wife's grandfather recently passed away at the young age of 101! His surviving wife is 100 and they had been married for 78 years. The reason I mention this is because they have seen times like this before, in a far worse way, and they survived and were even stronger after going through them. Jim Frazier was a special man and had a positive outlook on life and all that went on. He had great stories of the past and great wisdom for the future. He was a man I greatly respected and will miss immensely.

Have a great spring!
Rod Lasley, President
North Salem State Bank

NSSB's Vision:
To serve others by creating trusting relationships that help them meet their goals and achieve solutions.

MONEY TALK
A Publication Of Money Concepts International, Inc.
March 2008

When Recession Fears Surface, Check Your Plan – Or Make One

It's a wild month on Wall Street. When trading reopened on the Tuesday after the Martin Luther King holiday, the Federal Reserve Board responded to world pressure and swooped in with a rate cut to put a floor on Dow losses that were approaching 20 percent since last October. By today, things seemed to be stabilizing.

But what about tomorrow? And then next week, and the weeks after that?

If this question fills you with worry, then it's pretty clear you're operating without a plan, or at least one you haven't recently checked. That's OK. When worldwide market worries surface, it's easy to get scared. It's particularly easy when we've had such major market calamities as the U.S. mortgage debacle and the lingering disarray in the banking and investment industries.

But sudden action is usually a mistake. In the late 1980s, Harvard psychologist Paul Andreassen made news with a research project that found that people who listened to market news actually made lower returns. Why? Because those who sold – or bought – during a market swing probably found a day later that the market was really running on hype, not fundamentals.

You pay a financial planner to devise a financial strategy that matches your risk tolerance and long-term financial goals. No, there is absolutely no way to guarantee that you'll never lose money. But if a plan truly matches you, the noise shouldn't make a difference, particularly if you don't need the money *today.*

So the next time world markets spike or slide, ask yourself:

What's my plan? If you've worked with a financial planner such as a Certified Financial Planner™ professional, you should be able to articulate those goals all by yourself or refer to an investment policy statement you made together. Much of the riskiest investing, overbuying and panic selling during the late 1990s and early 2000s could have been avoided if individual investors had sought advice for achieving *long-term* specific goals such as retirement or a college education.

What's my risk tolerance? At your first meeting with a planner, you should have discussed a number of questions about how you handle risk and what your expectations were about investment returns.

Am I prepared to stay invested – no matter what? In 2004, SEI Investments studied 12 bear markets since World War II. Investors who either stayed in the market through its bottom, or were fortunate to enter at the bottom, saw the S&P 500 gain an average of 32.5 percent (not counting dividends) during the first year of recovery. Investors who missed even just the first week of recovery saw their gains that first year slide to 24.3 percent. Those who waited three months before getting back in gained only 14.8 percent.

Am I diversified? The NASDAQ lost 39 percent of its value just in 2001, and another 21 percent in 2002. Meanwhile, real estate investment trusts, which performed poorly in 1998 and 1999 when stocks were booming, had banner years in 2000 and 2001, performed so-so in 2002, and had an excellent 2003. Bonds also returned well during the bear market. Your planner, based on your risk profile, should have you in diversified investments that fit your goals.

Do I still feel the same way I used to about returns? Having a long-term investment plan doesn't mean make the plan and leave it to gather dust. You and your planner are a team. Both of you should talk and decide when it's time for a detailed review of your investment goals and whether or not they should change. An annual conversation makes sense if nothing's going on, but life events like death, divorce, kids moving out, and illness are good reasons to do a head-to-toe review of a financial plan.

If you're worried, there's no reason why you shouldn't call your planner to calm your nerves and confirm what you're doing. And if you've never talked to a planner before, now might be a pretty good time to start.

February 2008 — This column is produced by the Financial Planning Association, the membership organization for the financial planning community, and is provided by Barry L. Dayley, CFP/RFC, a local member of FPA.

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Ivy Tech Receives Major Gift from North Salem State Bank

GREENCASTLE, IN – The Ivy Tech Community College Greencastle Campus Endowment that is administered by the Putnam County Community Foundation received a generous pledge from North Salem State Bank (NSSB) toward the Ivy Tech campus today. North Salem State Bank's gift along with the Community Foundation's match totals $50,000 toward Ivy Tech's $1.9 million Changing Lives…Building Futures capital campaign.

"North Salem State Bank believes in the betterment of the communities we serve and is willing to aggressively show our commitment to such efforts. We know this is a huge commitment by Ivy Tech. The matching opportunity provided by the Putnam County Community Foundation will provide tremendous opportunities for the residents of Greencastle, Putnam County and west central Indiana and NSSB wants to show its support of such an effort," states Rod Lasley, president and CEO of NSSB and chairman of Ivy Tech's capital campaign.

In 2007, the Putnam County Community Foundation committed $375,000 to the Ivy Tech Greencastle campus project in the form of an unrestricted endowment. A portion of the endowment provides matching funds to generous donors, like NSSB, who provide gifts toward this initiative.

Ivy Tech's new 30,000 square foot Center for Workforce and Economic Development will be located on approximately 30 acres of land in Rokicki Park at the intersection of Veterans Memorial Highway and Zinc Mill Road. This facility is a crucial step in providing Putnam County and the surrounding area the education and training that is required to produce a well-educated and well-trained workforce as the demand for highly skilled workers continues to increase. The center will offer programs and services that are relevant to the existing workforce as well as offer courses and programs that transfer to four-year colleges and universities.

Brian Pershing, NSSB board member and local business owner, believes, "this facility will provide educational opportunities to many individuals that might not otherwise have access to post-secondary education. North Salem State Bank, in conjunction with the Ivy Tech and the Community Foundation, is excited to be a part of such a community asset."

Ivy Tech Community College is the state's second largest public post-secondary institution with over 100,000 students enrolled annually. Ivy Tech has 23 campuses throughout Indiana. It serves as the state's engine of workforce development, offering affordable degree programs and training that are aligned with the needs of its community along with courses and programs that transfer to other colleges and universities in Indiana. It is accredited by the Higher Learning Commission of the North Central Association of Colleges and Schools. The Wabash Valley Region offers 26 degree programs and eight locations throughout the area.