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# Dialog



Robert D. Becker  
President & CEO

## Executive Forum A message from our President



Watch our website, [www.guaranty-bank.com](http://www.guaranty-bank.com), for details on Guaranty Bank's new MOE's List. A buy, trade and sell publication

## Spring Arrives for the 75<sup>th</sup> Year

It's 1934, 75 years ago. The country has recently suffered a devastating financial crisis. Yet despite the erosion of public confidence, a local group of leaders were optimistic and invested capital to create Guaranty Bank & Trust. Due to the recent memory of so many lost dreams, failed businesses, evaporated savings and layoffs, it must have taken real courage to invest in a new bank. In short, it took a group that believed that the future would be bright. Originally led by Van Vechten Shaffer, the bank grew as the country made its way forward into the modern industrial age and for the past 40 years, the Beckers have ushered this bank through the heavy industrial era into the information age.

Today, we find ourselves 75 years later, recovering from an economic crisis as our bank founders did. Although things seem similar, the current market conditions are really quite different from those of The Great Depression. Like the post New Deal, the federal government has enacted a firestorm of top-down help. The government programs recently created are very necessary, in my opinion, to restore confidence and avoid a meltdown of our financial system. Despite the long-term national debt and some notable abuse by a small group that could have been better managed, the market has the basis for stabilization. I'm willing to bet that in the end, the full cost of recovery will be less than the trillions currently budgeted and am proud to say this bank has not availed itself to the Troubled Assets Relief Program (TARP) or "bailout" money.

It is our capital strength, what the regulators call "risk-based capital" that's enabled Guaranty Bank NOT to take TARP. The basis for our strength and capital has less to do with size and location and more to do with our core business philosophy. Our conservative values emphasize longevity over growth, capital over bonuses and dividends, and community over self-interest.

It may come as a surprise to many, but we actually *increased* our lending by \$7.5M over last year. This bank is still in the business of making prudent loans to all those who demonstrate the ability to repay. What a simple concept that still works!

We recognize the need to prioritize our plans and create more efficiency. We are not immune to the economic tide and will continue to place the needs of our clients first. Our phones are answered by associates trained to help you. Loan applications are still welcome. We have increased our ability to serve our clients by recently hiring a new Trust Officer, Kristen Wilcox, J.D.—enhancing our tenured staff. We offer you the opportunity to bank with an institution you trust and that personally takes an *interest in you*, rather than the interest you pay. Guaranty Bank & Trust is proud to have been serving this community for 75 years.

Thank you for helping keep local banking alive and well. Tell a friend about us and be active in the positive change you wish to see for this community. Spring has arrived with the belief the future will be bright.

## ESTATE PLANNING

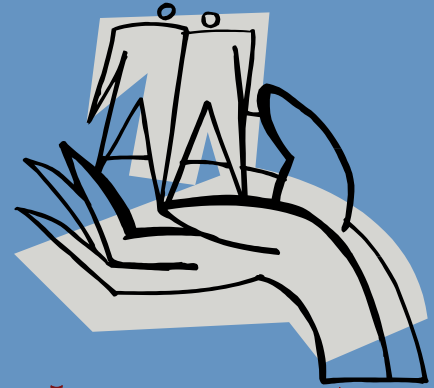
### Guaranty hosts first "Trust Chat"

Guaranty Bank hosted its first complimentary Trust Chat in March. Richard Wenzel and David Wenzel of Wenzel & Harms, P.C. presented an informal overview of the duties of an executor. The presentation included a discussion of the:

- importance of creating a will to ensure the distribution of your estate per your wishes
- process for naming an executor and why choosing several successor executors is recommended
- duties of an executor to notify beneficiaries, gather and value estate assets, prepare an inventory and accounting, file reports with the probate court and distribute estate assets
- benefits of choosing a spouse, family members or friends to serve as executor
- benefits of choosing a bank as an executor
- benefits of naming a family member and a bank as co-trustees

If you would like a more detailed outline of the presentation or have any questions regarding naming an executor, please contact Kristen Wilcox in the Guaranty Bank Trust Department, 319-286-6200 or at [kwilcox@guaranty-bank.com](mailto:kwilcox@guaranty-bank.com)

# Special Needs Trust



### Complimentary Trust Chat Hosted by Guaranty Bank

Your concern is providing for the  
special needs of a loved one . . .

- How will a Special Needs Trust help with my situation?
- Should I consider establishing a Special Needs Trust?
- What are the limitations of a Special Needs Trust?

We'll provide information & "next steps" to help  
you establish a plan to give you peace of mind.

*Presented by attorneys  
Kyle Wilcox, Simmons Perrine Moyer Bergman, PLC  
Donald Johnson, Shuttleworth Ingersoll, P.L.C.*

**Tuesday, May 12, 2009 ~ 7:00 - 8:00 pm**  
**Guaranty Bank Community Room**  
**300 80th St Ct - Fairfax**  
**RSVP to 286-6200**

## Merchant Services

We're pleased to announce that Veracity Payment Solutions is now Guaranty Bank's provider for merchant credit card processing. This change allows us to continue being

very competitive in the market with our pricing and service. To see how Guaranty Bank compares to your current merchant card processing provider, call or e-mail

Brendan Murphy (bmurphy@guaranty-bank.com) or Mike Poggenklass (mpoggenklass@guaranty-bank.com) 319-286-6200.



## Community Spotlight

### 2009 Downtown Farmers Market

Saturday, June 6 marks the return of the Cedar Rapids Downtown Farmers Market. Jump-start your Saturday morning at this vibrant event full of fresh produce and flowers, handcrafted and homemade goods, entertainment and a lot of friendly faces. While at the market, stop by the Guaranty Bank-sponsored Cooking Demonstration.

The market is held from 7:30 a.m.—Noon in Greene Square Park and surrounding areas on the following Saturdays: June 6, June 20, July 18, August 1, August 15, September 5 and October 3.



## Mortgage loans

We're definitely in a "buyers' market" with home prices on the low side—purchasing a different home or your first home is more affordable than ever. In addition, rates are some of the lowest in history and Guaranty Bank is making loans!

Give us a call at 319-286-6200 to talk to one of our mortgage loan officers—we'll set up an appointment at the Guaranty Bank office that is convenient for you.

## At Your Service

### Bring your lawn chair, your blanket and your dancing shoes!

Guaranty Bank & Trust is pleased to partner with 1450 AM-KMRY Radio on the return of The World Famous Glenn Miller Orchestra to Cedar Rapids. The Downtown Guaranty Bank parking lot will be home to this big band orchestra that originated with legendary native Iowan Glenn Miller.

The Glenn Miller Orchestra Concert, a Cedar Rapids Freedom Festival affiliated event, will be Sunday, June 14, 2009 from 6-9:30 p.m. in the Guaranty Bank Parking lot, just past 302 3rd Avenue SE. Only a Freedom Festival button is required for admission and will be available for purchase at the event.

Bring your lawn chair, your blan-

ket and your dancing shoes! Relax and relive the big band sounds the way only the Glenn Miller Orchestra still performs them!

Information on free parking

options will be posted as the concert draws closer on both the KMRY website—[www.kmryradio.com](http://www.kmryradio.com) and the Guaranty Bank website—[www.guaranty-bank.com](http://www.guaranty-bank.com).



GREAT Songs...  
GREAT Memories!  
Radio  
1450 KMRY

# For Your Financial Health

## Giving the Bounce to Counterfeit Check Scams

The letter says you won a foreign lottery—just deposit the check and wire money to the sender for taxes and fees. You're guaranteed your prize after they receive your payment.

Although it appears to be a legitimate cashier's check—it's no good. This is a scam to get you to wire money to someone you don't know. If you deposit the check and wire the money, your bank would soon learn the check was a fake. The wired funds can't be retrieved, and you're responsible for the checks you deposit—even though you don't know they're fake. The Federal Trade Commission warns that counterfeit check scams are on the rise. Some fake checks look so real that bank tellers are reporting being fooled. Scammers use high quality printers and scanners and some checks contain authentic-looking watermarks with printed names and addresses of legitimate financial institutions. Even though the bank, account and routing numbers on a counterfeit check may be real, the check can still be bogus. These fakes can be anything from from cashier's checks, money orders, corporate or personal checks. Don't be a victim—know how to recognize and report these scams.

### Fake Checks: Variations on a Scheme

Fake checks are used in a growing number of fraudulent schemes, including foreign lottery scams, check overpayment scams, Internet auction scams, and secret shopper scams.

Check overpayment scams target consumers selling cars or other valuable items through classified ads or online auction sites. Here's how it happens. A scam artist replies to a classified ad or auction posting, offers to pay for the item with a check, and then comes up with a reason for writing the check for more than the purchase price. The scammer asks the seller to wire back the difference after depositing the check.

The seller does it, and later, when the scammer's check bounces, the seller is left liable for the entire amount.

In the next scam, the consumer is "hired" as a secret shopper. They are given a check and asked to deposit it in their bank account, and withdraw the amount in cash. Next they're to make purchases at retailers and visit a money transfer service specified to transfer funds to a person in a foreign city. The consumer is supposed to evaluate their experiences along the way. In exchange, they get to keep the items purchased during their secret shop and get paid a good sum for their time. What a sweet deal—UNTIL the check they deposited is returned to the bank as bogus and the consumer owes the money back to the bank.

### Here's how to avoid a counterfeit check scam

- Throw away any offer asking you to pay for a prize or a gift. If it's free or a gift, it should be just that.
- Resist the urge to enter foreign lotteries. It's illegal to play a foreign lottery through the mail or the telephone. Most foreign lottery solicitations are phony.
- Know who you're dealing with. Never wire money to strangers.
- If you're selling something, don't accept a check for more than the selling price, no matter how tempting the offer or how convincing the story. Return the check and don't send the merchandise.
- If you accept payment by check, ask for one drawn on a bank with a local branch for verification ease. If that's not possible, call the bank where the check was purchased to verify. Get the bank's phone number from directory assistance or an Internet site that you know and trust, not off the check or from the person who gave you the check.

*If you think you've been targeted by a scam, report it to:* The Federal Trade Commission at [www.ftc.gov](http://www.ftc.gov) or 877-382-4357 or the Iowa Attorney General's office at [www.iowaattorneygeneral.org](http://www.iowaattorneygeneral.org) or 888-777-4590.

Federal Trade Commission—Consumer Protection Facts for Consumers, January 2007

## Locations

### 42<sup>nd</sup> Street

1819 42<sup>nd</sup> Street NE  
Cedar Rapids, Iowa 52402  
(319) 286-6272

### Bever Park

2711 Bever Avenue SE  
Cedar Rapids, Iowa 52403  
(319) 896-6194

### Cedar Hills

191 Jacolyn Drive NW  
Cedar Rapids, Iowa 52405  
(319) 286-6282

### Downtown

302 3rd Avenue SE  
Cedar Rapids, Iowa 52401  
(319) 286-6200

### Fairfax

300 80th Street Court  
Fairfax, Iowa 52228  
(319) 896-6190

### Marion

700 25th Street  
Marion, Iowa 52302  
(319) 286-6261

### Wal-Mart Supercenter

3601 29th Avenue SW  
Cedar Rapids, Iowa 52404  
(319) 286-6284

### Wal-Mart Supercenter

2645 Blairs Ferry Road NE  
Cedar Rapids, Iowa 52402  
(319) 286-6265



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