



SIMPLY STATED

AUTUMN 2018



Welcome to the Fall issue of Simply Stated. As your locally owned community bank, we strive to provide a high level of service to our clients, and hope you find the information inside helpful.

Please take time to review our Trust Department's article on "Getting Your Affairs in Order" as it does a great job explaining the importance of understanding your digital footprint in the event of a tragedy. Online accounts are now a part of our everyday lives and access to those accounts are often an overlooked area in your financial planning.

I would also like to draw your attention to two upcoming events we are sponsoring for our clients and the community: an evening seminar November 14th on Fraud and Identity Theft; and our annual Holiday Open House on December 7th. Details of these two events are inside. We hope you can join us.

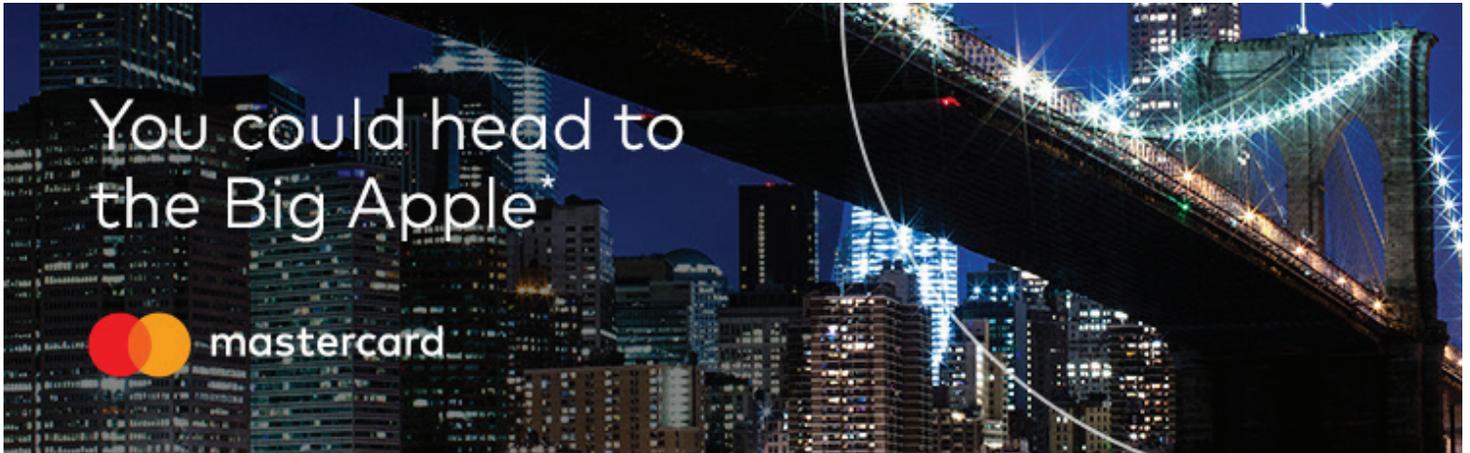
Our insurance agency, Valley Agencies, has recently expanded as we completed the acquisition of Insurance Dynamics' Property and Casualty Business in Woodbury, MN. This provides us with new opportunities and insurance markets to provide our clients with the most competitive pricing. Our agents are ready to assist you with personal and business insurance products to protect all that is important to you. Please call them at 651.439.2930 or visit valleyagencies.com.

As fall turns to winter and the temperatures drop, please join us to help keep our neighbors warm by participating in our "Share the Warmth" campaign by dropping off new or gently used coats, hats, and mittens at any of our locations thru November 9th.

Thank you again for choosing First State Bank and Trust as your financial partner. We appreciate your business.

Peter J. Clements
President/CEO

Your First State Bank and Trust Mastercard® could be your ticket to New York City, or one of four other incredible destinations. You'll receive a chance to be surprised every time you use your card between now and December 31, 2018.



**NO PURCHASE NECESSARY. U.S. res 18+. Debit Pin & Int'l transactions ineligible. Ends 12/30/18. For Official Rules visit jhasurprisespromo.com.*

BANK LOCAL

COMMERCIAL BANKING

651.439.2655
SCOTT & ANDREW

715.808.8183
DAVID & CHRISTINE

 EQUAL HOUSING LENDER | MEMBER FDIC

EMPLOYEE ANNIVERSARIES

5 YEARS

Alex Zeien (November 2013)

20 YEARS

Andy Rollwagen (November 1998)

CALENDAR OF EVENTS

EDUCATIONAL SERIES

November 14th // 6pm

FRAUD & IDENTITY THEFT: IT CAN HAPPEN TO YOU
Stillwater Public Library

Please RSVP to events@fsbt.com

HOLIDAY OPEN HOUSE

December 7th // 11:30am-1:30pm

SAHS Vagabonds to perform at noon

Bayport Office

FEATURED EMPLOYEES



JOLEEN JACOBSON

UNIVERSAL BANKER

Stillwater // Retail Banking



STEPHANIE JOHNSON

BANK SERVICE GENERALIST

Bayport // Retail Banking



LYZ CARLSON

UNIVERSAL BANKER

OPH // Retail Banking



SHARE
THE *warmth*

PLEASE BRING YOUR GENTLY USED OR NEW COATS AND OTHER WINTER ITEMS TO ANY FIRST STATE BANK AND TRUST LOCATION
NOW THROUGH NOVEMBER 9TH.

WE'RE EXPANDING

Valley Agencies continues to expand its business in the St. Croix River Valley as we complete the acquisition of Insurance Dynamics' Property and Casualty Business based in Woodbury, MN. Our belief is that this acquisition will help us continue to enhance our service to you and provide the opportunity to tap into additional insurance markets for competitive pricing.

Similar to Valley Agencies, Insurance Dynamics is an independent agency providing personal, commercial, life and health insurance products to clients in Minnesota and Western Wisconsin. In addition, the agents of Insurance Dynamics have years of experience as licensed agents which complements our team of experienced agents very well.

If you are a current Valley Agencies client, we thank you for your business, and your patience, as we work to finalize this transition. If you are not a client, please know that Valley Agencies is able to help you meet all of your insurance

needs. As always, Valley Agencies will continue to work for you as your advisor and advocate by obtaining specific insurance products, or designing an insurance program, from many top rated insurance companies.

OUR AGENTS' ONGOING MISSION IS TO HELP YOU:

- Manage risk with comprehensive coverage.
- Obtain competitive pricing.
- Enjoy the best claim service.

If we can be of any assistance, please contact us at 651.439.2930 or visit our website at www.valleyagencies.com.

Products and services offered through Valley Agencies are not a deposit or other obligation of, or guaranteed by, the bank or any of its affiliates. They are not insured by the FDIC or any other agency of the United States, the bank, or any of its affiliates. There is investment risk including the possible loss of value.



THANKS FOR COMING TO THE BASH



THANK YOU TO EVERYONE WHO ATTENDED OUR 2018 BAYPORT BASH IN JUNE!
We hope you enjoyed the live music, delicious food from Big Guys BBQ, face painters, activities with the Bayport Police Officers and the amazing weather!

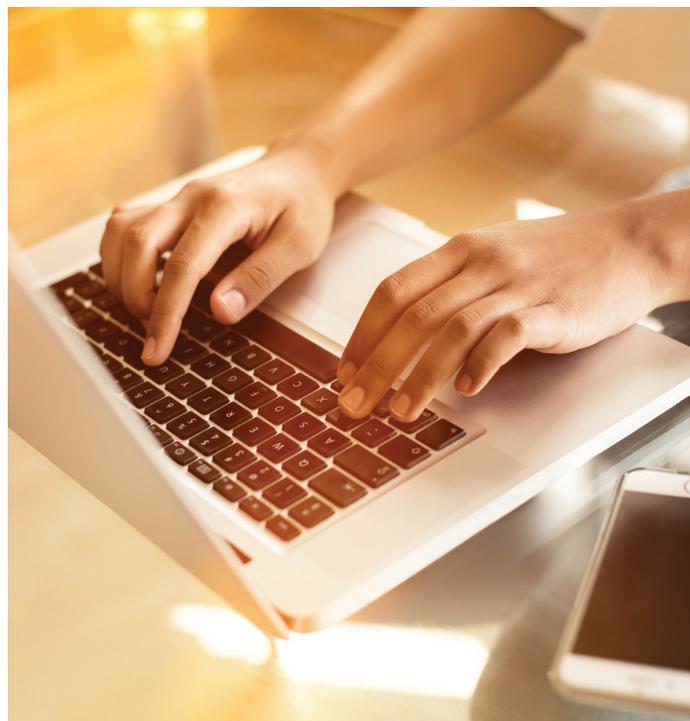


GETTING YOUR AFFAIRS IN ORDER

A commonly overlooked piece of a person's financial affairs is their digital footprint. In today's digital world, online accounts to manage investments, savings, expenses, etc. are becoming more and more conventional. If tragedy strikes and you become incapacitated or if there is a death, would your family know how to access your online accounts? Where do you keep your usernames and passwords? Are they safe and updated regularly? Consider the following scenario:

Jane and her husband, Dave, died tragically in a car accident. Without direct knowledge of their parent's total financial scope, Jane and Dave's adult children had to rely on the paper trail their parents left behind to pay bills. Jane handled the majority of the couple's finances for nearly 40 years, paid the bills regularly and kept very neat records; however, in recent years, she opted to receive electronic statements whenever possible. In Jane's checkbook, there were many unknowns. For example, instead of recording a company's name for their life insurance premiums, Jane stated only "LIFE INSURANCE" in their checkbook. The children were aware their parents had life insurance, but did not know which company held their policies. The paper records Jane kept did not match her recent payments because she had opted to have the most recent policy statements emailed. Their children faced the daunting challenge of finding online accounts they never knew existed. The solution took hours, over multiple days, of sitting on hold with calls to numerous companies to prove their identity and the death of their parents. Jane and Dave's children could have been saved a lot of stress, frustration and tears had their parents prepared a record of their digital footprint.

Preparation is key. If something happens to you, would your loved ones be able to get into your email? Do they know how to access your bank accounts and pay bills on your behalf? Do they know if you have a will, and if so, where is it located?



It is getting increasingly more important that people not only document critical information such as usernames and passwords, but that their loved ones know how to find AND access this information in a timely manner if necessary.

Financial institutions and many other companies will not receive notification when you pass away. If you do not have a digital executor appointed, your wishes remain wishes, not your desired reality.

EVEN SOME OF THE MOST WELL PREPARED PEOPLE CAN OVERLOOK THEIR DIGITAL LEGACY.

Here are a few things you can do to prepare your loved ones for your passing.

1. Make a list of your digital life. A spreadsheet format works well and is usually free. Acknowledge this list with your will and/or provide a printed copy/flash drive to the person you are designating as your digital executor. Consider computers and devices, email accounts, social media sites, shopping sites, billing sites, and financial accounts.
2. The list should include instructions on how to access these accounts. Include the website address, username, password and answers to any security questions when accessing the account.

3. State your wishes. Once your digital executor has gained access to your accounts, what should he/she do? Delete the account, do nothing, or pass it on to an heir?

In some cases, passwords need to be updated or changed. If this occurs, be sure to update your list each time a password is changed. See the chart below for an example on how to layout your digital legacy.

ASSET NAME	CONTENTS	ACCESS LOCATIONS	USERNAME	PASSWORD
FSBT	internet banking, bill pay	fsbt.com	ssmith	banking!9192
ABC INSURANCE	life insurance	absins.com	S_5mith52	lifeins-6162
ACME ANNUITY	annuities	annuities.com	smith.sara	Winter!9191
FACEBOOK	social media	facebook.com	ssmith@gmail.com	smile!55

CONGRATULATIONS

TWO EMPLOYEES FROM OUR TRUST SERVICES DEPARTMENT, TOM SIGSTAD AND ALEX ZEIEN, RECENTLY RECEIVED NEW DESIGNATIONS.



TOM earned the Certified Securities Operations Professional (CSOP) designation. The CSOP designation is awarded to individuals with demonstrated expertise in securities operations. To qualify, individuals must have

certain levels of experience and education as a securities operations professional, pass a comprehensive examination, and agree to adhere to a strict code of ethics. The CSOP exam covers many areas including securities, regulation and compliance, industry structures, and audit practices.



ALEX earned the Certified Trust and Financial Advisor (CTFA) designation which is awarded to individuals who demonstrate excellence in the field of wealth management and trust. To qualify for the CTFA certification, individuals

must have certain levels of experience and education in the trust profession, pass a comprehensive examination, and agree to abide by a strict code of ethics. The CTFA exam covers many areas including fiduciary and trust activities, financial planning, tax law and planning, investment management and ethics.

CONGRATULATIONS TOM AND ALEX!

Products are not a deposit or other obligation of, or guaranteed by, the bank or any of its affiliates. They are not insured by the FDIC or any other agency of the United States, the bank, or any of its affiliates. There is investment risk including the possible loss of value.



FIRST STATE
BANK AND TRUST

950 NORTH HIGHWAY 95
BAYPORT, MN 55003

Bayport
HOLIDAY
open house

DECEMBER 7TH * 11:30AM-1:30PM

950 NORTH HIGHWAY 95

STILLWATER HIGH SCHOOL'S VAGABONDS CHOIR
PERFORMANACE AT NOON