

bank notes



a quarterly newsletter of what matters most. **S** SALISBURY BANK | enriching.

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from the CEO



CEO, John F. Perotti

I like to share what's new at Salisbury Bank, and tell you about programs and events that excite or inspire me. This month I get to do a little bit

of both, as I introduce you to the fresh face of BANK NOTES, and our new corporate identity.

For nearly 160 years, we have concentrated on the business of being trustworthy bankers, wise investment advisors and good neighbors. We also pride ourselves on being good communicators. So we recently sat down and took a long look at what Salisbury Bank means to our customers and our local communities. And we came up with a list any bank would be proud of. Salisbury is a full-service, local, independent financial institution, and the leading community bank in the tri-state area. We are trusted financial advisors, consultants and partners, focused completely on you at every stage of your life. We offer a source for your financial empowerment and a

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It's a matter of trust

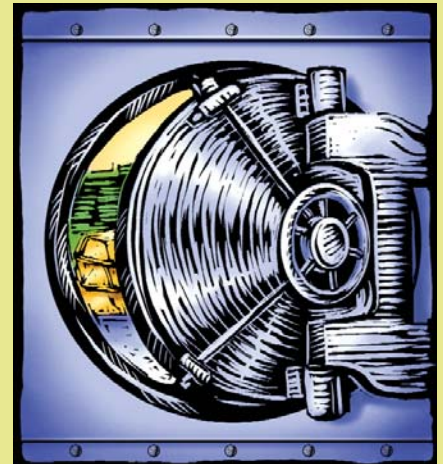
Anyone who has spent time in a super-market line has probably seen tabloid headlines about the antics of so-called "Trust Fund babies." But the fact is, Trusts aren't just for the very rich, or the terminally spoiled. In fact, they are an excellent way for anyone with significant assets to safeguard them during their lifetime, and beyond.

Types of Trusts

In simple terms, a Trust is a legally binding document that guides the investment and disposition of specified assets. Trusts come in two basic flavors. An Irrevocable Trust (which could be a charitable or life insurance trust, or gifts made in trust) saves estate taxes by removing assets from your taxable estate. A Revocable Living Trust helps avoid probate after you die, and keeps the court from assuming control of your assets if you become incapacitated.

Choosing a Trustee

Every Trust requires a trustee to oversee it. Although this can be a friend or family member (or even yourself, in the case of a Revocable Living Trust) you may want to assign a corporate trustee. Personal relationships change; once-close friends can move away, family members may become preoccupied with their own lives. Corporate trustees, on the other hand, are experienced, trained, government-regulated professionals who can give their full attention to your trust. As investment professionals, they often



achieve better results than even the most attentive family member.

If the idea of putting your trust in the hands of a stranger makes you nervous, it's understandable – but needless. Trusts are protected by law against fraud, theft, bank failure or administration errors. Because it is a legal contract, your trustee must follow its instructions. And if you don't wish to give up full control, you can choose to be a co-trustee (with equal responsibility) or an agent (with as much or little responsibility as you wish). This gives your trustee a chance to get to know you and your objectives, and lets you see how they act in your interests.

How Much Will it Cost?

Corporate trustees generally charge a small percentage of the value of the assets they manage – the amount will vary from one institution to another. This fee can be

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Who Needs a Trust?

Trusts are a great tool for guiding investment strategy, avoiding unnecessary fees and taxes after death, and keeping your hard-earned wealth intact for your heirs. To decide if a trust is for you, you might ask yourself the following questions:

- Do I have the time, desire and ability to plan and maintain a smart investment strategy?
- How can I wisely invest an inheritance, windfall profit or settlement?
- What will happen to my young or special-needs child when I can no longer care for him?
- How will I protect my own aging parents from unscrupulous financial advice?
- Can I trust my children to handle my money wisely if I become incapacitated or die?
- Do I want to protect my estate from legal fees and inheritance taxes?
- Would I know what to do if I were appointed executor of my parent's estate?
- When I retire or change jobs, what will become of my IRA /401K/Keogh?

Trusts address all these uncertainties – and more.

finding the right trust can truly enrich your peace of mind.



it's a matter of trust continued from cover

well worthwhile, because it usually includes such services as estate and tax planning, investment management, tax return preparation and investment trading services. And, since their compensation is based on how much the trust is worth, and is not based on commissions, corporate trustees get paid for increasing your assets, rather than making trades.

Making an Informed Decision

Before you decide, you should talk to some corporate trustees. If you can, arrange to see them personally to be sure you are comfortable with the people who will be acting in your behalf, that they genuinely care about you and your family, that they listen to and understand your concerns, and give you easily understood answers – as we pride ourselves on doing at Salisbury Trust.

Is a Trustee for You?

Professional Trust managers aren't necessary for people who have a modest estate and a simple Trust. But if your estate is larger or has a variety of assets, or if you doubt your relatives' capabilities or intentions, consider a corporate trustee. Finding the right one can truly enrich your peace of mind.

They say that every journey starts with a single step. Begin yours by talking to Diane Johnstone, Senior Vice President and Trust Officer. As head of Salisbury Trust, Diane can offer the expert guidance and depth of resources you'd expect from a highly respected and well-established bank, coupled with a customer-centric, caring approach and understanding of your needs and your community. Diane can be reached at 860-435-9801 x 1501.

Go armed with a checklist of questions. They should include:

- How long the trust department has been in business
- How many trusts they manage
- The average size of trusts they manage – and the minimum they accept
- Their people's experience
- Their typical investment returns
- Their fees and when they were last increased
- The services they offer for that fee
- Samples of statements or reports you would receive

from the ceo continued from cover

professional but friendly presence providing all of the services of a large regional bank, with the personal attention you expect from your local bank. Finally, we strive to be an invaluable community resource.

Then it came to us: Salisbury Bank is all about building and maintaining strong relationships with our customers and our neighbors. In a word: enrichment. Safe, secure and competitive banking products and wealth management services enrich you and your family. The lives of homebuyers are enriched with every home we finance. We enrich your local economy by helping businesses grow and prosper, and our community by investing locally. We enrich our

neighbors through sponsorships, donations and volunteerism. And we pledge to enrich our environment with a growing list of “green” practices, such as printing Bank Notes on recycled paper.

We plan to “share the enrichment” with exciting new products and extras for you. In the weeks and months to come, you'll see new advertising and marketing materials with our new logo and tagline: enriching. And you'll see a new energy and pride in what we do. So keep your eye on Salisbury Bank. We think the future is rich with possibilities – for all of us.

– John F. Perotti,
Chairman and CEO

giving back

Salisbury Bank takes its role as a good corporate citizen very much to heart and lends financial support to many worthy non-profit organizations in our area. In each issue we will highlight one of them.

In 1997, at the age of 34, Salisbury resident Jane Lloyd was diagnosed with breast cancer. On September 14, 2005, she lost a long and valiant battle. In between, she was able to grow a gardening business; to buy and remodel her dream house; to participate in community groups and sports teams – including WeCanRow, a competitive rowing program for cancer survivors; and to bike with her idol, Lance Armstrong.

None of this would have been possible without the support of Jane's friends and her community. When it became too difficult for Jane to run her business, they came to her aid again, making sure the bills were paid so that she could live in peace and comfort, in the home that she dearly loved. That generosity impressed Jane's family deeply, moving her brother Jeff to create the Jane Lloyd Fund in her memory. Says Lloyd, "This was something I could do for my sister to help others in the same way that the members of this community helped Jane out."

Working with Salisbury Bank employee, Erin Selby, and friends, Tracie Shannon and Tanya Tedder, he formed a committee and approached the Berkshire Taconic Community Fund for assistance. The goals and scope of the Fund are very specific: it is intended to help patients and their families in Region One towns who, because of the debilitation of cancer and its treatment, can no longer meet their day-to-day expenses. Its ultimate objective is to enhance each recipient's

quality of life, allowing them to live in the comfort of their own home.

Fundraising events are organized by Jane's family, friends, local schools, businesses and civic groups, and are truly a community effort. They are prototypically

New England: a Spring plunge into chilly Lakeville Lake, a "Snow Moon Dance" held over the Thanksgiving weekend, and a New England Lobster Clambake which will be held on September 8. Money is also raised through the sale of Jane's Garden Tea, which was created for Jane by Harney & Sons Fine Teas. In a year and a half of operation, nearly half a dozen families have benefited. As an endowed fund, The Jane Lloyd Fund will continue to help cancer patients in perpetuity.

Salisbury Bank is proud to have supported the Jane Lloyd Fund since its inception, and Mortgage Advisor Erin Selby continues to serve on its Board. To find out more about the Fund, to make a contribution, or to find out about upcoming events, visit the website: www.thejanelloydfund.org.



Check Your Checks Online – with Salisbury Bank's New Check Image Feature!

Are you one of those people who occasionally forgets to log a check and wants to know exactly who got #1187 last week? Then you'll love our latest upgrade to our Online Banking system: **Online Check Images**.

Now, when you log onto your personal or business checking account, you can view and print a full image of any posted check as soon as it clears. Just click on the check number and the image will appear. If you want to see the back, click on FLIP and it will "turn over." You can even see images of your deposit tickets.

Check it out for yourself: simply log-in to Online Banking, click on your account, go to transactions, then click on the highlighted number of the check you'd like to see.

The feature is free, but you do need to be enrolled in Online Banking to use it. Signing up is easy: simply go to our Home Page and click on Online Services, Internet Banking, then Sign Up, and follow the on-screen directions. To enroll in our Online Business Banking, visit your local branch office or call 860-435-9801 and ask to speak to one of our E-Commerce Specialists.

Thanks for your feedback! & The Winners Are...

Because we feel that there's always room for improvement, we sent out a survey in February to ask you how we're doing – and where we can do more for you. This "real world" input gave us valuable insights to share with our staff, in order to meet and exceed your expectations.

Then, we put all the responses in a hat, and selected five at random to receive a U.S. Savings Bond. So a sincere thank you to all of you who took the time to answer the survey, and congratulations to our winners: Louis Bucceri, George and Patricia Tully, Carol Dunne, Mary Carley, and Thomas and Donna Boinay.

Let's keep the lines of communication open!

we always welcome
any feedback on how
we can
enrich your
banking
experience

Bank Notes welcomes reader comments. Please call John F. Perotti, CEO, at 860-435-9801 or email jf@salisburybank.com or write to him in care of Salisbury Bank and Trust Company, P.O. Box 1868, Lakeville, CT 06039-1868.

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Equal Housing Lender

Printed on Recycled Paper

Member FDIC

Wherever Your Summer Travels Take You...

Salisbury Bank is at your side.

Summertime – and the living is easy. Getting to the bank, however, may not be.

This is the time of year when thoughts turn to vacation homes, travel, and road trips with the family. Whether your plans include caravanning to the Cape, flying to Florida, or taking a trip to Tuscany, accessing your accounts at Salisbury Bank is always convenient!

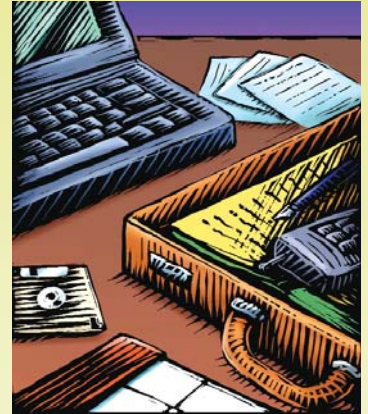
There are many ways to access your account, anytime, from anywhere:

- Salisbury Bank's Online Banking, at www.salisburybank.com is an easy, safe, and secure way to manage your accounts, check balances, transfer funds, pay your bills and much more.
- With Bank by Phone, you can access your account 7 days a week, 24 hours a day, using your touch-tone telephone. Just call 860-824-8262, or 877-728-1212.
- Use your Debit MasterCard® at millions of merchants around the world, or to get cash from your checking or savings account at thousands of ATMs worldwide.

24/7
access your account
anytime
from
anywhere

summer is no vacation for your business!

If you're a business owner, you're always looking a season ahead. What's in store for your business this summer? Will you need to purchase seasonal inventory, or finance new equipment or a new vehicle? Maybe you want to put on an addition or make other improvements to accommodate increased business – or find a new facility altogether. Perhaps you need to hire summer help and are looking for a sensible way to meet a larger payroll. Even opportunities come with a price tag. If your business needs fast, convenient financing, our Business Banking team is here to help!



Cash flow management

If you need to purchase additional inventory, finance receivables, fund a seasonal payroll, or pay for unexpected expenses, a flexible, affordable line of credit makes a lot of sense. For a hassle-free way to manage your cash flow, look into our Business Line of Credit. This revolving line of credit makes it easy to access the cash you need, when you need it. Another solution is a Short Term Commercial Loan, which offers liquidity for seasonal cash flow demands or other short-term credit needs.

Capital improvements and purchases

Looking to make a long-term investment? Maybe you want to expand your business or make a major purchase (such as equipment and vehicles). Business Term and Installment Loans make a lot of sense in this situation. They let you take advantage of favorable interest rates, and spread out your payments over a longer period of time.

Maybe you've made plans for an upgrade or renovation – or are thinking about moving into a new site altogether. Our Commercial Real Estate Mortgages are the ideal way to finance commercial real estate, investment properties and land. If you're building from the ground up, look into a Commercial Construction Mortgage to fund commercial building construction or real estate development.

Applying for Salisbury Bank business financing is easy!

No matter what your business challenge, Salisbury Bank can help. You'll always find expert advice, as well as professional, friendly and personalized service. Get the loan process started today by calling Jerry Baldwin, Executive Vice President, Commercial Lending and New Business Development at 860-435-9801 x 1011 or Geof Talcott, Senior Vice President and Chief Lending Officer at 860-435-9801 x1010.

for additional information visit www.salisburybank.com

Locations:
 Lakeville | 5 Bissell Street
 Salisbury | 18 Main Street
 Sharon | 29 Low Road
 Canaan | 100 Main Street
 Sheffield | 73 Main Street
 South Egremont | 51 Main Street
Trust and Investment Services
 19 Bissell Street, Lakeville

Office hours at all locations: Monday – Friday 9-4
 Extended Sheffield hours: Thursday – Friday to 5:30
 Drive-up locations: Monday – Friday 8-5
 Saturday hours: All locations except Lakeville, 9-12 noon
 ATMs at all offices: 24 hours
 Online Banking and Bill Pay: www.salisburybank.com
 Bank by Phone (SBT Link): 1-877-728-1212

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