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WE WANT TO HEAR FROM YOU!

We encourage you to send
letters to the editor to
tomstumb@nashvillebankandtrust.com.

LATTIE BROWN JOINS NASHVILLE BANK & TRUST

Lattie Brown has joined Nashville Bank & Trust as Senior Vice President of Private Banking.

"Few Nashville bankers are better respected or more well-known than Lattie Brown – thanks to her combination of experience, financial savvy and outstanding personal service. We are very happy to welcome her to our bank," said Tom Stumb, Nashville Bank & Trust president and chief executive officer.

Lattie comes to NBT after retiring from SunTrust Bank, where she began her career in 1974. Lattie was a first vice president and served as private client advisor in the bank's Medical Specialty Group since its inception in 1994. A banker with a total of 34 years of experience in the Nashville market, she previously managed the West End and Brentwood offices of Third National Bank, the former Nashville-based bank that was acquired by Atlanta-based SunTrust bank in 1986.

"NBT is a great place to work because their approach to banking is so different from anywhere else," Lattie said. "I like being able to build relationships based on providing great customer service, rather than pushing products or meeting quotas."

Lattie attended Vanderbilt University and is a graduate of the Mid-South School of Banking. She has held leadership positions for many years at First Presbyterian Church,



Lattie Brown

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where she recently received the Celtic Cross. She also received the prestigious Silver Beaver Award from the Middle Tennessee Council of the Boy Scouts of America, where she has served as an officer. She is an officer of the Daughters of the American Revolution and a member of the Centennial Club, the Colonial Dames of America, the Junior League of Nashville, the Belmont Mansion Association and the Baptist Hospital Caduceus Society. Lattie has also served as a volunteer for the United Way of Middle Tennessee and Vanderbilt Children's Hospital. ■

"I like being able to build relationships based on providing great customer service."

Chairman's Letter

Nashville Bank & Trust: A Safe and Sound Bank

You have probably read the stories in the media of difficult times facing the banking industry. People who have heard about FDIC insurance their entire lives suddenly have questions about how it works. (Please see Tom Snyder's article on the opposite page about the increase in FDIC insurance.) Rational, educated people are becoming worried about the solvency of their bank. This is understandable. As consumers and customers, how do you know that your bank is strong?



*Don Thurmond,
Chairman*

If you know what to look for, you can pull what is known as a "call report" on your bank from the FDIC web site (www.fdic.gov). For more of a layman's perspective, anyone can also visit www.bankrate.com and view a simple, objective analysis regarding the health of any commercial bank or thrift institution.

But there is more to the strength of a bank than balance sheets and capital ratios. There are the people who make up a bank – the collective experience and judgment of those whose job it is to ensure the long-term stability of the bank.

The current "crisis" in the banking industry can be attributed to a combination of things: inexperienced lenders, institutional greed and speculative lending in markets that weren't capable of sustaining the promised growth. The banks that remain on solid financial ground do so by drawing on the collective experience of their bankers.

We have bankers at Nashville Bank & Trust who have been lending money in this market for decades. We have seen our economy go through many cycles. We not only understand how to weather the storm, but also how to prepare for it and thrive during it.

The facts are that the dynamics of the banking industry have changed during the last few years, especially the most recent one. Larger banks with a lot of bad loans on the books have been forced to tighten up their lending practices. The result is that many worthy borrowers are finding it more difficult to obtain a loan. That's where Nashville Bank & Trust has an advantage. NBT is a safe and sound bank run by very experienced bankers. We are not saddled with years of bad loans and poor risk management. We make good loans and are able to continue to grow in a market where larger banks are changing their lending practices.

If you visit www.fdic.gov or www.bankrate.com you can see detailed analysis that shows how well various banks are capitalized, their recent profitability, along with revealing asset quality measures. Nashville Bank & Trust is one of the few banks in the country our size and/or our age that has been profitable in both 2007 and year-to-date in 2008. NBT has excellent asset quality and is also very well capitalized. NBT enjoys an enviable 4-star rating on bankrate.com.

To understand a bank call report may require a significant investment of some time and patience. When you choose to evaluate a bank's overall health, there is more to the bank than a balance sheet. The call report cannot show you the value of the people who work there. If you are fortunate and have selected your bank wisely, the bankers you are dealing with have dedicated their lives to offering you a safe, stable place in which to secure your wealth and provide for your family. Nashville Bank & Trust is blessed to have such bankers here, and they are the reason our bank is a safe and sound place to deposit your money.

A handwritten signature in black ink, appearing to read "Don Thurmond". The signature is fluid and cursive, written in a professional style.

HOW THE FDIC CAN INSURE \$2 MILLION OR MORE OF YOUR DEPOSITS

By Tom Snyder

Your FDIC-insured bank deposits remain one of the safest investments you can have. Recently, the FDIC announced a temporary increase in the amount a depositor can insure, from \$100,000 to \$250,000. This increase will expire on Dec. 31, 2009. Until then, it is possible to have the FDIC protect \$2 million or more in fully insured deposits in a single bank.



Tom Snyder

Here's how it works:

- The husband and wife each have \$250,000 in individual accounts.
- The couple has \$500,000 in a joint account.
- Husband and wife each have \$250,000 in individual retirement accounts.
- Husband and wife each set up \$250,000 revocable trust accounts, payable on death, naming each other as beneficiaries.

Which totals \$2 million, but the benefits don't stop there. Our couple has the option of establishing as many revocable trusts as they want for qualified beneficiaries including

parents, siblings, spouses, children and grandchildren. Each account can be insured up to \$250,000.

Following this pattern, it is possible for a family to insure a lot more than \$250,000 with the FDIC. The key is to speak with a banker who knows the rules and can ensure that you follow them to the letter. It can be a complex undertaking and you should seek the help of a trusted financial professional.

If titling accounts differently is problematic, there is an easier way to get fully insured deposits. Nashville Bank & Trust is a member of the Certificate of Deposit Account Registry Service (CDARS), which can insure up to \$50 million in deposits.

Using the CDARS program, Nashville Bank & Trust places your funds, in \$250,000 increments, at other banks throughout the country, allowing you to earn interest on your investment and still retain the full protection of the federal government. You negotiate the rate only with Nashville Bank & Trust. You receive only one statement with the one rate showing each bank where your funds are deposited. It is an elegant, transparent solution that provides peace of mind as well as convenience. ■

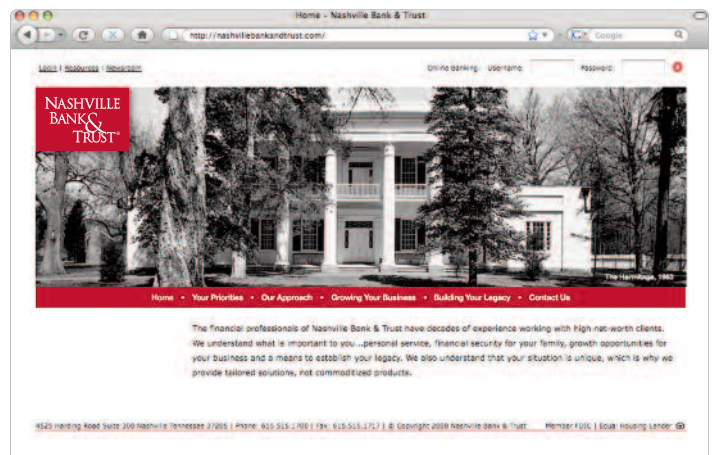
NEW ONLINE BANKING SYSTEM, WEB SITE

In September, NBT launched a newly redesigned web site as well as upgraded online banking services. Our clients expect and deserve a higher level of service – and we regularly evaluate the bank's offerings to assure that we consistently deliver on this promise. We hope you will find these changes to be helpful, more user friendly and convenient.

"In addition to improving the online banking interface, this upgrade has introduced several new features, including the ability to access your NBT accounts from your cell phone," said Tom Stumb, NBT president and CEO. "We are excited about these improvements to our online technology and hope they make life a little easier for our clients."

An upgrade to the bank's website means a cleaner, more client-friendly online face for NBT. The site includes articles authored by bank officials and press clippings.

"We want to include information on the site that will give



our clients a reason not just to go there, but to keep going back," said Stumb.

NBT is very interested in hearing feedback from our clients about our web site and online banking service. ■

A Q&A WITH LATTIE BROWN

Lattie Brown recently became a Senior Vice President at Nashville Bank & Trust. We asked Lattie to comment on why she chose NBT.

Q: WHY DID YOU DECIDE TO JOIN NASHVILLE BANK & TRUST?

A: The philosophy of this Bank really appealed to me. Clients are not just numbers to NBT. Everyone at the bank knows the clients, their families, and their businesses. You'll never hear, "I don't know anyone at the bank anymore," from NBT customers. In addition, the bank is not in the business of just selling products, rather its mission is to always do what's right for the client.

Q: WHAT IS THE MOST SIGNIFICANT CHANGE YOU'VE SEEN IN THE BANKING INDUSTRY?

A: As banks have merged into bigger and bigger organizations, they have become unable to think of clients as individuals. Everything has to fit in a "box," and that "box" won't allow for the differences in communities, much

less the differences in clients. Decisions are made based on those fixed parameters, not on the reality or the nuances of a situation.

Q: WHAT SETS NBT APART FROM OTHER BANKS?

A: It's the culture and mission of NBT that sets it apart. Professional, experienced people work here. They bring the ability and the desire to work with each customer's unique circumstances, and thus can do the right thing for that customer. I'm honored to be a part of a bank that understands Nashville's rich financial history and intends to carry its best traditions into the future. ■

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Lattie Brown

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