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WE WANT TO HEAR FROM YOU!

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

NBT'S NEW ONE ACCOUNT DOES THE WORK OF TWO

Up until now, Nashvillians had to compromise in choosing a checking account: They could choose attractive interest rates on their deposits with limited withdrawals or they could choose unlimited withdrawals with lower rates. They could not have both.

Now Nashvillians can have checking without compromise. NBT's new One Account provides both Money Market-level interest rates and unlimited check writing.

"Our clients want the flexibility to write checks whenever they wish, as well as earn a good rate on their balances," said Tom Stumb, NBT president. "Traditionally, this required separate checking and Money Market accounts. Then you would have the hassle of moving money back and forth to earn the higher rate while still covering the checks you write. Banking should be easier than that."

The One Account offers clients all the traditional benefits of an NBT checking account: unlimited check writing, free initial set of checks, free online banking and bill pay, an NBT



Judy Adams, NBT Personal Banker

debit/ATM card, \$2 rebate of fees on eight foreign ATM transactions per month, and a monthly consolidated statement that shows information about all your NBT accounts. Interest is compounded daily and is identical to the tiered interest rates we apply to our Money Market account. The higher balance you keep in your One Account, the more interest you earn. It is a simple solution that makes banking easier for our clients.

For more information about the One Account call Judy Adams at 515-1700. ■

Chairman's Letter

Making Banking Easy

It seems that life is continually becoming more complicated. And the more successful we become, the more complicated it gets. There are more details to keep track of. More demands on our time. More things to get done in less time.

We believe that a bank should make things less complicated. How do you make banking easy? Well, you begin by focusing on doing things in a way that are easiest for the client, not the bank. You put the client's interests first. It is that simple. And that demanding.

At Nashville Bank & Trust, this attitude of making banking easy for our clients pervades all that we do. We personally make the phone calls and fill out forms to assure that balances and automatic transactions are transferred to a new checking account. We make 'house calls' when a client simply does not have time to come to the bank. We work as a multidisciplinary team – bankers and wealth management professionals – to assure that bank accounts, loans and investments are integrated so your financial goals are met and no one, least of all you, is left in the dark.

We recently introduced a new checking account that makes banking easier. Traditionally, because a Money Market account automatically limits your monthly transactions, you had to shuffle funds between your Money Market account and your regular checking account if you wanted the benefits of both a high interest rate and ready access to your funds.

Not any more. NBT's new **One Account** offers Money Market rates on a regular checking account. It is the best of both worlds. It is banking made easy. The front page article in this newsletter provides detailed information about this innovative new account.

When we started Nashville Bank & Trust, our goal was to change the way banking was done in Nashville. The One Account is just one way we are working toward that goal. To find out the many other ways NBT makes banking easy, call us at 515-1700.



*Don Thurmond,
Chairman and CEO*

NBT TENT IS SPRINGING UP AT OUTDOOR EVENTS

You may soon see the Nashville Bank & Trust logo popping up at events around town. The bank has purchased a 20 ft. x 20 ft. frame tent to lend to non-profit groups that host outdoor public events. The tent will be available to groups beginning this spring on a first come, first served basis.

"We wanted a way to support those organizations that provide important services to our city," said Don

Thurmond, NBT chairman. "The tent is a way for the bank to help these groups and remind our clients that Nashville Bank & Trust is an important part of this community."

When the tent is reserved, a crew from Crown Tent & Awning will deliver, set up and take down the tent for a modest fee.

For more information about the tent or to reserve it for your event, call Tom Stumb at 515-1700. ■

BECOME WEALTHY: SAVE MORE THAN YOU SPEND

By Derrick Jones, J.D., CFP®, CTFA, Managing Director, Wealth Management Services

It's not as sexy as a hot stock tip or a sophisticated investment strategy, but the fact of the matter is that to be wealthy, we must first accumulate wealth. No matter what you have heard, you simply cannot invest your way into wealth. You must first save something to invest.

This basic precept of not spending what you do not have is often ignored. Last year, according to the Wall Street Journal, for the first time since the Great Depression, Americans spent more than they made – \$39 billion more.

It seems that Americans naturally have a consuming versus a saving mindset. To overcome this way of thinking, it is important to recognize stumbling blocks to saving our money. Housing, for example, can be a big one. Since 1970, the average family size has diminished by 16 percent, but the average size of a new home has

increased by 48 percent. Many people simply have more house than they need. They are house rich and cash poor. This untenable situation is compounded by the fact that as the value of their homes increase, so do the property taxes, the maintenance, the cost of furnishings, the utilities, etc.

Though the value of our home certainly contributes to our net worth, we need to focus on liquid assets when it comes to building wealth to sustain us in retirement. A home is for living *in*, not living *on*. You cannot take your house to the grocery store.

What should you do? At the very least, you should be saving 10 percent of your income. Ideally, you should be saving 15 to 20 percent. The rule of thumb is that during retirement you need about 80 percent of your pre-retirement income to live comfortably.



Derrick Jones

So, if you make \$70,000 a year now, you will want to have a retirement income of \$56,000. To accomplish this, you need at least \$1,000,000 in liquid assets. If you make \$200,000, you will need a nest egg of about

\$3 million to generate 80 percent of your pre-retirement income. For many of us, it takes a sustained and disciplined savings plan to put away a large enough nest egg for retirement.

Another thing to consider is that people are living longer lives. Your retirement may last more than 25 years. So you cannot make a habit of dipping into your savings during retirement. You must keep a savings mentality your entire life.

Money does not buy happiness, but a nest egg that ensures your retirement can help you find it. And you will get there only if you save more than you spend. ■

CAITLIN PINNER JOINS AS A PERSONAL BANKER

Caitlin Pinner, the newest member of the Nashville Bank & Trust family, became an NBT personal banker in December.

“Caitlin exemplifies the qualities our clients expect,” said Don Thurmond. “She is professional, dedicated and experienced. We’re glad she is part of the team.”

She comes to NBT having worked for Bank of America in Los Gatos, Calif., and in Nashville, where she handled everything from customer

service issues to closing loans.

“NBT is great because we know all of our customers, which makes it easier to provide good service,” she said. “I am very happy to be here.”

Caitlin holds a bachelor's degree in accounting from Santa Clara University in California. She made the move to Nashville from California when her fiancé began attending law school at Vanderbilt. ■



Caitlin Pinner

Online Bill Pay More Convenient

NBT's online bill payment service recently added new features:

- A new calendar interface allows you to schedule automatic payments on the bill's due date or on any other particular days of the month.
- A graphical display shows holidays and other days on which payments cannot be made.
- The transaction history feature now lets you view the payment history of a single payee.
- The history feature also displays the status of cancelled, skipped or returned payments.

NASHVILLIAN AUTHORS SEEK AND FIND GOOD WILL

Nashvillian Scott Price and his son, Pat, traveled to all 50 states interviewing people for a book about the good news in America. Pat had just graduated from college and agreed to take a year and travel with his dad to find the good news in America.

“We traveled 57,721 miles over the course of 11 months,” Scott said. “We interviewed 106 people. No one ever turned us down. There is a proverb that says ‘If you seek good, you will find good will,’ and we found this to be true.”

“We tried to make the interviews as random as possible,” he said. “We spoke to a woman from the Ukraine, one from Bosnia and another from England. Pat would conduct the interview and I took notes. At the end of the interview, we would give the person a \$10 bill and ask him or her to do something good with it.”

Scott has a portfolio full of cards and letters from people

telling the pair what they did with the money. One Florida man spent his \$10 on envelopes and paper. He then mailed \$10 to 13 people and asked them to do something good with it.

One of the 13 was an accountant in Orlando. She was born in India and her company was sending her to Bangalore on a business trip. She decided to take her \$10 and buy gifts to bring to one of the many orphanages there. Her co-workers chipped in as well.

Once there, she chose an orphanage of 250 children outside of town. She was so inspired by them that when she got back home, she and her husband set up a fund to provide the orphanage with a teacher and a third daily meal.

“It is joyous that we played some small part in that,” Scott said. “There are good people all around us doing great things.”

The book, titled *Looking for Good Will*, is due out in April from Providence Publishing in Franklin. ■



Pat and Scott Price