

# BankNotes

LaGrange | Western Springs | LaGrange Park | Phone 708.482.7700 | 24 Hour Banking 1.877.482.7707 | www.fnblg.com

## President's Welcome

### HOW DO YOU GET THERE FROM HERE?

*This time of year always brims with optimism and a fresh perspective. Maybe it's the extended sunlight that makes everything seem brighter, or perhaps it's the promise of something new when we see trees starting to bud and hear reports of home runs and RBIs. Or maybe its just that we have those heavy winter coats off our backs.*

While most people use January 1st, as their day to make new plans and resolutions for the future, it is more common to revisit financial matters in the Spring. This is tax time, so all the relevant numbers are at your fingertips. Whether you had to write a check to Uncle Sam or if you got a refund, you should be asking yourself a few questions: Are you saving enough for retirement? Should you change your withholding so you don't owe as much or get such a big refund next year? Is there room in your budget to start or improve upon a savings plan? What do you need to plan for in the coming year – home improvements, college expenses, travel, your IRA?

The most important questions are: what do you want your financial picture to be 12 months from now, and how can you get there?

First National Bank of LaGrange is a great resource for your financial planning. We know the community, we know the opportunities and challenges you face and, most importantly, we are ready to cater to your exact financial needs. We can help tighten up your financial 'gray' areas.

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Come in to see any of our personal bankers, lenders and trust officers; they are all here to help you, from setting up a simple automatic savings plan, to financing a home improvement project, to estate

planning, to consulting on your investment strategy. FNBLG is fortunate to have a talented and dedicated staff that are truly bank and trust experts.

This issue of our newsletter focuses on our loan department because lending and debt have become frightening words in our national economic rhetoric.

But, in reality, people still need help financing home purchases, making home improvements and refinancing mortgages. That's where we can help you, with loans to address your current needs and help you build for the future.

Sometimes making that initial phone call to a trusted expert is all you need to turn your financial plan into action. We are there to serve you, our valued customers. Thank you for banking

with us.

Best Regards,

Daniel B. Hennebry  
President  
dhennebry@fnblg.com

*By the way, if you, your family or friends haven't re-financed your home recently, take advantage of the current mortgage rates. So give us a call, stop in for an application, or apply for a loan on our website.*

# SPRING FEVER

By Karen Mitchell, Senior Vice President, Lending

It's Spring! Time to turn those clocks ahead, shake off the winter blues, and head outdoors. Or maybe, after a long cold winter, you are feeling some incentive to complete those long procrastinated home improvement projects and gain some fresh perspective that only a new coat of paint can give.

If you are looking to build your dream home or just improve the one you live in, First National Bank of LaGrange can tailor a loan program that is right for you. Our team of lending specialists is experienced in construction lending and can help make creating your dream home a positive and rewarding experience, by providing the local decision making, professional advice and personal service that are the hallmarks of FNBLG. Despite dire warnings about the housing market and construction industry, now is the perfect time to take

advantage of excess capacity in the market place and the low interest rate environment. Our construction and home equity loans can help you through all phases of your construction project from inception to completion.



If you are considering a small project, a FNBLG home equity loan may be the product best suited to you. Yes, we still offer home equity lines of credit! Routine maintenance of your home is essential to maintaining its value. These simple lines of credit can help you accomplish the small projects that need to get done.

If you are considering a large project, FNBLG provides several financing options that address the unique needs of residential construction. FNBLG has experience with tear-downs, new construction, renovations, and additions. We also offer many permanent financing options once your project is complete.

Please consider us as you decide on those Spring projects. Whether they are big or small, we can help meet all your home improvement financing needs.

## FNBLG APARTMENT FINANCING



Many banks overlook the community's need for multi-family financing. First National Bank of LaGrange is committed to fulfilling that need with financing options on buildings up to 12 units. Our experienced staff looks forward to working with you to meet your financing needs.

### WE OFFER:

- Competitive rates
- Local decision making
- Streamlined application process

For more information visit [FNBLG.com](http://FNBLG.com) or contact Steve Jasinski at 708.579.8654 or [sjasinski@fnblg.com](mailto:sjasinski@fnblg.com)

**Steven W. Jasinski** joined First National Bank of LaGrange in October 2010 as Vice President of Community Lending. He is responsible for developing new business and expanding client relationships with small business owners, owner-operators, and not-for-profit agencies in the greater LaGrange community.

Prior to joining FNBLG, Steve had been the Vice President of Commercial Banking at Community Bank of Oak Park River Forest. With over fourteen years of banking experience, Steve has held leadership positions in operations, branch management, and both private and business banking.

Steve and his family reside in Countryside where he is active in a variety of civic and charitable organizations. Steve serves as Treasurer of the City of Countryside, is a past president of the LaGrange Business Association, and is a founding member of the H Foundation, a not-for-profit organization that raises money for cancer research.



*Steve Jasinski*

# STEPS FOR REAL ESTATE FINANCING

By Kevin Goggin, Loan Officer

*We are exposed, almost daily, to a wide variety of opinions about when to finance our home mortgages from the Internet, television, newspapers, family, co-workers, and neighbors. Who should you listen to?*

At First National Bank of LaGrange our Loan Specialists are focused on meeting with you, in person, to help you make the decision that is right for your financial situation. We believe that there is no “one size fits all” when it comes to making financial decisions.

## Mortgage Finance FAQs

### **How do I start the finance process?**

Whether you are purchasing or refinancing, call, stop in at the Bank and ask for a loan application or simply apply online at [www.fnblg.com](http://www.fnblg.com).

### **What are the typical expenses?**

A refinance costs approximately \$1,500. This would include the cost of an appraisal, credit report, flood certification, bank origination, title insurance and recording fees. Escrow for property taxes and homeowner's insurance along with odd days interest charges are not included. Purchase transactions are typically higher due to property transfer fees and title charges.

### **Do I need an appraisal?**

Yes, all loans per Federal regulations require a current appraisal from licensed appraisers. The Bank has a Board approved list of appraisers that we contact and have them schedule an appointment with you, the homeowner.

### **How long will the process take?**

The refinance process takes between 30 and 45 days. Scheduling and completing the appraisal and supplying requested documents usually take the most time to complete. A purchase transaction typically takes somewhat longer due to details involved in the transfer of

Your mortgage is typically your biggest expense and the decision you make can have a significant impact on your financial stability. We will help you think through the decision and streamline the process to make it as easy as possible.

property. For purchase transactions you should contact the Bank early to be preapproved for your real estate agent and your purchase negotiation.

### **Will my loan be sold to a third-party servicer?**

FNBLG is affiliated with Freddie Mac as a loan servicer. That means we can sell conforming loans to Freddie Mac directly, while maintaining the servicing of the loan through your Loan Officer and our Loan Operations staff in La Grange.

### **When can I lock my rate?**

We typically will lock your loan rate when your appraisal has been received and reviewed. A typical lock period is between 30 and 45 days, although longer lock periods are available.

### **Where do we close the loan?**

All refinance transactions can be closed at FNBLG. A closing for a purchase would be held at a local Title Company.

**Kevin P. Goggin** joined FNBLG in July of 2009 as the residential Mortgage Consultant.

Kevin entered the mortgage industry in 2001 after a nineteen year career with Salomon Brothers as Vice President of Interest Rate Futures

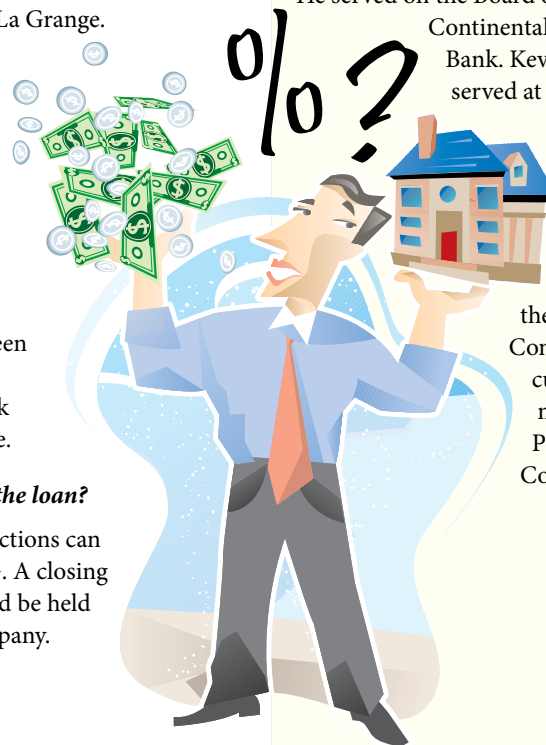


*Kevin P. Goggin*

Trading. In 2003 Kevin opened and managed S&G Mortgage Group, Inc. in Oak Brook, as a licensed Loan Originator. With almost 30 years of experience in the financial arena, Kevin brings a lifetime of practical problem solving to the FNBLG loan department. Kevin enjoys and excels at guiding customers through the complexities of residential financing.

As a life long resident of Oak Park and River Forest, Kevin currently lives in River Forest with his wife and two sons. He served on the Board of Directors at Continental Community Bank. Kevin also has served at St. Luke

Parish in River Forest on the School Board, Endowment Committee, as a member of the Development Committee and currently is a member on the Parish Finance Council.



# ARE WE THERE YET?

By Dennis Higgins, Executive Vice President, CCO Lending

*Seems like we've been traveling through this economic morass for way too long, and many of us are tired of feeling queasy. In an effort to determine how much longer the queasiness will continue, many have taken it upon themselves to better understand the principles of economics, so they can determine how much longer before we regain prosperity.*

It's almost impossible not to join in this exercise, given the economic reports we're bombarded with every day. And, as indicative of an economy in transition, the data seems dazzling one day and dreadful the next. I heard one economist note that the gross national product increased 2.8% in 2010 after decreasing 2.6% in 2009. Comparatively, the average increase in GDP from 1947 to 2010 was 3.3%. *We're almost there, right?* Later in the day, I heard another economist say that the growth was fueled in large part by debt. He loosely compared it to buying your home with a credit card. Which economist would you invite to your next party?

Many of us turn to the wisdom of TV and radio economists, who are only happy to offer a few sound bites to a topic with hundreds, if not thousands of variables. George Bernard Shaw stated "If all economists were laid end-to-end, they would not reach a conclusion". Are these the trusted "experts" you really want to rely on in making life decisions?

Economics is so complex that it befuddles even the scholars. Strength of the dollar, first-time unemployment filers, trade deficit, housing starts, existing home sales, tax rates, the yield curve, core inflation rate, foreign exchange rates – I'm just getting warmed up. But we all seem to understand how oil at \$100 a barrel impacts our lives.

*What kind of a trade-in can I get for my SUV if I want to buy that Prius?*

Even if trying to understand economics is giving us all a headache, we nevertheless have every day decisions to make about how we navigate our own personal challenges, while still trying to preserve the best quality of life we can afford for our families. For the past few years, Americans have been saving money like they hadn't for decades, taking fewer vacations, fixing up cars instead of buying new, cutting back remodeling plans, and eating out less or not at all. But the

reality is that there's only so many times you can fix an old car, the kids still need braces, and tuition has to be paid.

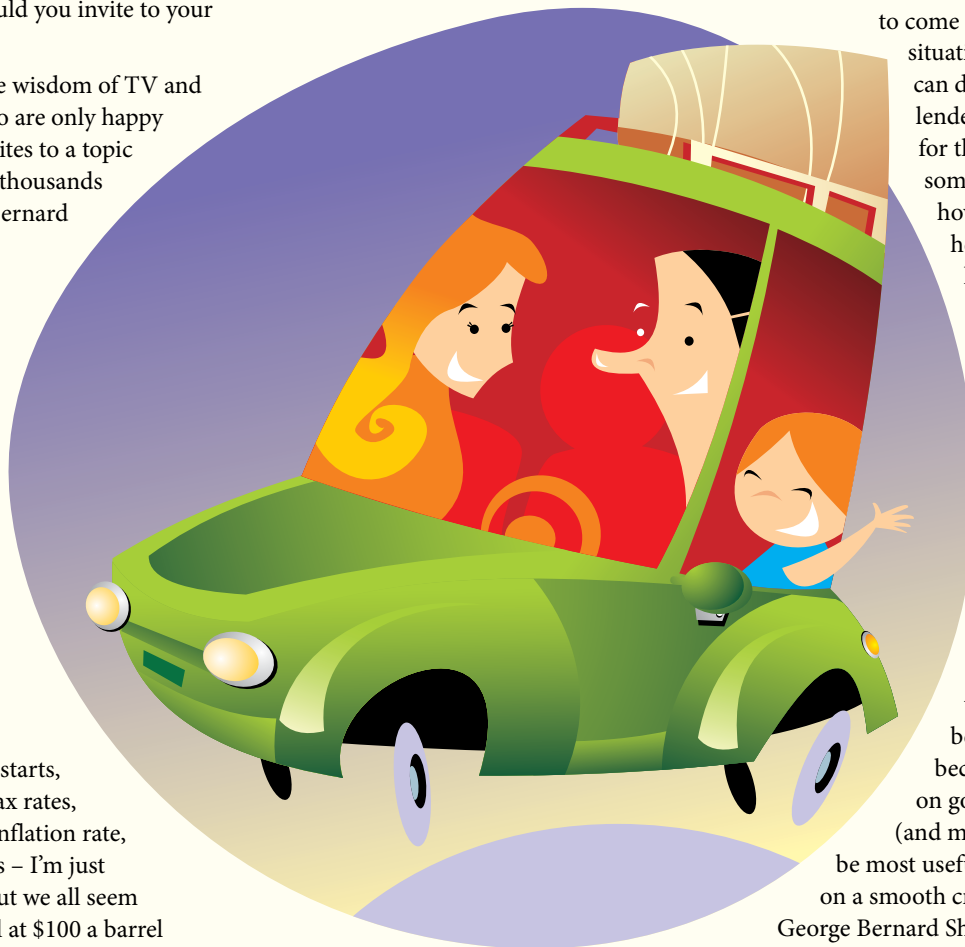
First National Bank of LaGrange is a locally-owned bank that has been serving our community since 1925. Our Loan Department exists solely to help you deal with the realities impacting your families and businesses. We have been dealing with the financial stresses affecting our customers with empathy and compassion. Our mission is to help. While large banks seem to prefer that you conduct your business with them digitally, we invite you

to come and see us. Tell us your situation and let's see what we can do for you. A few of our lenders have written articles for this newsletter describing some of our services and how our services may be helpful to your economic health.

No, kids, we're not there yet. And keep your seatbelts buckled because the road is still fraught with potholes. Don't become ecstatic by a few snippets of good news, nor should you get disheartened by economic setbacks.

It seems as though the mountains we've been crossing are now becoming hills. Relying on good old common sense (and maybe that Prius) should

be most useful in getting us all back on a smooth cruise. I wonder what George Bernard Shaw would have thought of the Prius?



## Customer Profile



# LIFECARE INNOVATIONS

*Enriching Lives through Guidance, Advocacy and Care*

*Take a moment to think about the people in your life.*

*Do you know anyone who has been diagnosed with a chronic illness? Do you have any loved ones with an age-related disease or demonstrating vulnerability? Do you know someone, young or old, with a disability? Do you know someone caring for a loved one in any of these circumstances?*

Chances are you or someone you know is personally affected by the burdens of healthcare, finances, home care or personal care for someone else. Chances are juggling these responsibilities can make the individual or caregiver feel like the situation is overwhelming and possibly unmanageable. Chances are you or someone you know needs help.

Lifecare Innovations is a unique company located in Burr Ridge whose primary mission is to maximize quality of life by removing these burdens and allowing individuals to experience a fuller, richer life. Founded in 1995 by Shay Jacobson, Lifecare Innovations has earned its reputation as the company that can handle any problem. Their team of dedicated professionals promotes a singular expertise in creative navigation of the health care, government, and guardianship system. Their unique approach has made their name synonymous with hope when all hope seems lost.

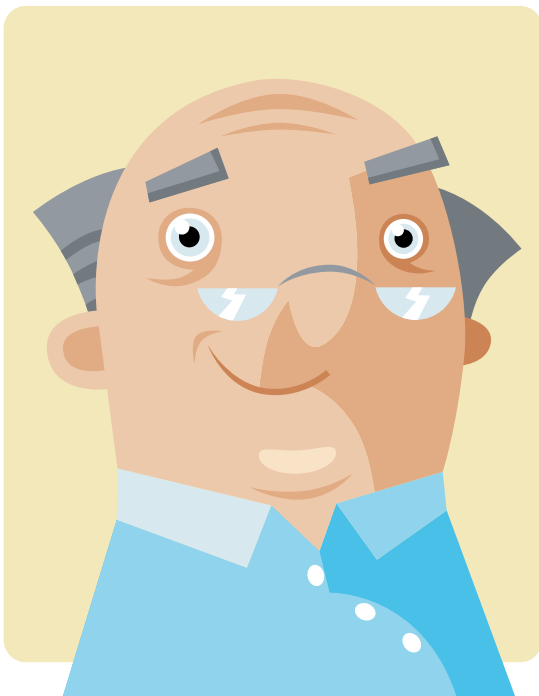
What makes Lifecare Innovations

distinctive is that they provide services to maximize an individual's quality of life, no matter how big or how small the task may be. The Lifecare Innovations staff is comprised of experienced nurses, master's prepared social workers and professional counselors encompassing specific areas of expertise such as psychiatric and behavioral concerns, health care, guardianship, advocacy, insurance negotiation and expert witness. Their expertise is complimented by home repair and

maintenance services, as well as personal care and companion services. These programs feature professionals who have special training and certifications ranging from home repair to behavior modification and management of specific psychiatric illnesses.

How do you know if you need help? Lifecare Innovations offers a no-cost consultation to assess your situation and suggest a plan of action, whether the problem is advanced or only just beginning to emerge.

*Their unique approach has made their name synonymous with hope when all hope seems lost.*



### Knowing When It's Time to Get Help

- Inability to recall physician's advice and orders
- Confusion regarding medication
- Inability to manage simple activities such as grooming or laundry
- Forgetting to pay bills or taxes, resulting in service termination
- Appearance of "helpful friends" who pry into personal and financial matters
- Purchases of unnecessary goods or services
- Development of a medical crisis that threatens independence, i.e. broken hip
- Insurance company's denial of needed treatments or services
- Identification of service providers not adequately providing necessary services
- Repeated hospitalizations and failed outpatient treatment plans

### Providing Help in Big and Small Ways

*Listed below are just a few of many services provided by Lifecare Innovations:*

- Be the "eyes and ears" for the geographically distant family
- Healthcare coordination from dentist appointments to complex surgical procedures
- Companion Services
- Property Maintenance
- Evaluate alternative options for care and arranging second opinions
- Crisis management for unplanned events that consume the family
- Create Lifecare Plans for personal injury settlements
- Manage day-to-day needs such as groceries, outings, housekeeping and bill paying
- Negotiate bills with medical providers and other services
- File for government entitlements, Social Security Disability, Medicaid and Medicare

*For more information call 630-953-2154 or visit [www.lcius.com](http://www.lcius.com).*



SPRING 2011

# BankNotes

THE COMMUNITY'S TRUSTED BANKING PARTNER SINCE 1925



FNBLG offers fixed-rate and variable-rate mortgages to fit your needs and lifestyle.

**FNB LG**  
FIRST NATIONAL BANK of LAGRANGE

708.482.7700 | [fnblg.com](http://fnblg.com)

LAGRANGE: 620 WEST BURLINGTON AVENUE, across from Stone Avenue Station  
WESTERN SPRINGS: 1013 WEST BURLINGTON AVENUE, next to Starbucks  
LAGRANGE PARK: 1571 WEST OGDEN AVENUE, Bethlehem Woods