



# NEWSLETTER

FALL 2021



*Happy Holidays*

*Lusitania Savings Bank would like to wish all of its customers*

*Happy Holidays and a wonderful New Year*

**Redesigned Website Coming Soon**  
[www.lusitaniabank.com](http://www.lusitaniabank.com)

## Mobile Deposit

**Sign** → **Snap** → **Submit!**

With Mobile Deposit on the MyLusitania app, you can deposit checks and money orders through your mobile device - from anywhere, any time!



## Loan eStatements

Now Available

- For Security
- For Convenience
- For FREE!

**GO PAPERLESS!**

Enroll today by visiting

[www.lusitaniabank.com](http://www.lusitaniabank.com)



## Online Mortgage Center

**Apply for a mortgage loan online at**

[WWW.LUSITANIABANK.COM/MORTGAGES](http://WWW.LUSITANIABANK.COM/MORTGAGES)

NMLS # 640892

EQUAL OPPORTUNITY LENDER



Scan For Today's Rates

## A Message from the President



For any industry, the ability to constantly evolve and adapt to consumer demands is the key to long-term success. Over the past few decades, the banking industry has proven to be no exception to this rule. The technological developments of this past decade in particular have ushered in an era of innovation that has completely redefined consumer expectations of banking. Consumers now demand the power to control their finances quite literally from the palms of their hands. Banks are

challenged to either meet these changing demands or face becoming obsolete.

At Lusitania Savings Bank, we understand that our customers have many choices when it comes to banking, so we realize that our most important job is to give our customers a *reason* to choose us. We do so by focusing on two things: first, we strive to give our customers a level of service they will not find at any other institution. That has been the central mandate of Lusitania since its inception on more than 40 years ago. We seek to know our customers well enough to go beyond meeting the needs that they tell us about, to actually anticipate and meet needs that our customers *themselves* didn't realize they had. The *second* thing we focus on is evolving to meet the changing demands of our customers. We recognize that our customers want increasingly flexible control over their finances. To that end, we are constantly investing in new technologies that allow our customers to handle their banking matters from anywhere, at any time. Most of our customers are already familiar with the MyLusitania app, available for both Apple and Android platforms. What you may not yet realize, however, is that the MyLusitania app has been upgraded to allow for remote check deposit.

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## Community Investment Loans

Affordable Financing - Locally Focused

Owner Occupied 5+ Multi-family Fixed Rate Mortgage			
10yr	3.500% Rate	0 Points	3.703% APR
15yr	3.500% Rate	0 Points	3.640% APR

Investment 5+ Multi-family Fixed Rate Mortgage			
10yr	3.750% Rate	0 Points	3.954% APR
15yr	3.750% Rate	0 Points	3.891% APR



Payment Example: \$9.89 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 3.500% will result in 120 payments of \$988.86 on owner occupied 5+ multi-family. Payment Example: \$7.15 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 3.500% will result in 180 payments of \$714.88 on owner occupied 5+ multi-family. Payment Example: \$10.01 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 3.750% will result in 120 payments of \$1,000.61 on investment 5+ multi-family. Payment Example: \$7.27 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 3.750% will result in 180 payments of \$727.22 on investment 5+ multi-family. Actual monthly payment may be higher because example does not include applicable property taxes, fees, insurance premiums or other related costs. Annual percentage rate (APR) based on \$100,000.00 loan with a 10-year & 15-year amortization term. Financing on properties located in Essex, Union, and Hudson Counties. Minimum finance charge of \$955.00. New loans only. Rates and annual percentage rates are based on 75% loan to value with 25% equity or 25% down payment. Rates and annual percentages are effective as of the publication date of this ad and are subject to change. Please speak with our Mortgage Department for additional terms and conditions that may apply. Subject to credit approval. Other rates and programs are available.

With little more than a camera click, you can deposit checks into your account through the app. The MyLusitania app also features a full array of customizable alerts that will let you know via notification or text anything from a low checking account balance having been reached to an upcoming CD maturity date. As another investment in innovation, each Lusitania branch will soon be upgraded with a new full-service ATM featuring some of the most advanced features on the market today. On the lending side of Lusitania, the bank's loan department continues to streamline the mortgage process for customers by deploying cutting-edge technology. Lusitania's online mortgage loan center allows customers to apply for a loan without having to step foot in a branch. Potential loan customers reading our advertising will be excited to note that it features smartphone-readable QR codes that can take them instantly to our most current loan programs and rates. For existing loan customers, Lusitania recently began offering the option of e-statements, a faster and more secure way to be informed about the details of your loans. Finally, I'm excited to announce that Lusitania will soon be rolling out a new and completely redesigned website that will be easier to navigate and offer even more opportunities to handle your banking matters online.

As I mentioned before, we know our most important job at Lusitania is to give you a reason to choose us over other institutions. I'd like to think we do so by being an institution of "modern banking with timeless values." Giving our customers unmatched customer service will always be a focus – it's the sort of thing that never goes out of style. With our on-going investment in technology, we also seek to leverage the power of innovation to ensure that we continue to offer all the

## Supporting our Community



Thank you to the Portuguese American Firefighters Association for the opportunity to sponsor their 2nd Annual 2021 Fundraiser and their continued dedicated service to our



Thank you to all the customers and employees that donated and participated in the October "Making Strides Against Breast Cancer" walk in Newark, raising



In November and December 2021, we will be raising funds for pancreatic cancer research. Special t-shirts and water bottles will be available on a limited basis for a small donation, with all proceeds going to charity.



In December 2021, we will be hosting our annual "Toys for Tots" drive. Please consider dropping off a new toy at one of our branches to make the holidays special for a less fortunate child this year.

## Safety Tips on Fraud & Scams

Helping to keep you scam-free

There are several steps you can take to protect yourself and others from fraud and scams.

Criminals and con artists use many scams to target unsuspecting people who have access to money. Consumer scams happen on the phone, through the mail, e-mail, or over the internet. They can occur in person, at home, or at a business. Here are some tips to protect yourself from scams:

- § **Don't share numbers or passwords for accounts, credit cards, or Social Security.**
- § **Never pay up front for a promised prize.** It's a scam if you are told that you must pay fees or taxes to receive a prize or other financial windfall.
- § **After hearing a sales pitch, take time to compare prices.** Ask for information in writing and read it carefully.
- § **Too good to be true?** Ask yourself why someone is trying so hard to give you a "great deal. If it sounds too good to be true, it probably is.
- § **Watch out for deals that are only "good today" and that pressure you to act quickly.** Walk away from high-pressure sales tactics that don't allow you time to read a contract or get legal advice before signing. Also, don't fall for the sales pitch that says you need to pay immediately, for example by wiring the money or sending it by courier.
- § **Put your number on the National Do Not Call Registry.** Go to [www.donotcall.gov](http://www.donotcall.gov) or call (888) 382-1222.

Take a look at other Ask CFPB questions regarding financial [scams](#) or check the FTC's [website](#) to stay up-to-date on the most recent scams.

## New Employees



**Tania Trindade**  
Caldas da Rainha,  
Portugal



**Leticia Barbosa**  
Rio de Janeiro,  
Brasil



**Diane Freitas**  
Ourem / Arcos  
de Valdevez,  
Portugal



**Bruno Lopez**  
Lima, Peru

We are  
currently  
hiring!



**Jennifer Delgado**  
Santo Domingo De  
Los Colorados,  
Ecuador



**Stephanie Furtado**  
Azores, Portugal



**Daniel Rodrigues**  
Arcos de Valdevez,  
Portugal



**Sarah Marreiros**  
Lisboa, Portugal

## MANAGEMENT TEAM

### Officers:

**Jorge S. Gomes, Esq.:** President / CEO  
**Sandra M. Teixeira:** VP of Finance  
**Maria C. Pequito-Duarte:** VP of Lending  
**Florbela De Almeida:** VP of Operations  
**Sandra Fernandes:** BSA / Security Officer

### Branch Managers:

**Brian Alves:** Branch Coordinator  
**Diogenes Lourenco:** Pulaski  
**Alda Candido:** Ferry  
**Steve Da Silva:** Harrison