



# Lusitania Savings Bank, fsb

## Fall Newsletter 2008

### Surcharge-Free ATM Network Now Available

Lusitania Savings Bank has teamed up with Allpoint, an ATM network that gives you access to over 35,000 ATM's nationwide at **no charge** to you.

Allpoint is America's largest surcharge-free ATM network with 35,000 ATMs in all 50 states. They are conveniently located in major retail locations, such as ExxonMobil, CVS, Sears, Walgreen's and Costco, etc...

**Your current Debit Mastermoney Card works on any Allpoint ATM.** You don't need a new card or to do anything other than use it like you normally do.



You can find the nearest Allpoint ATM by simply visiting their website at [www.AllpointNetwork.com](http://www.AllpointNetwork.com) or call 1-800-809-0308.

PLEASE NOTE: Some Allpoint ATMs may still display a surcharge screen during your Allpoint transaction. If that happens, simply enter "Yes" to accept the surcharge and proceed with your withdrawal. **YOU WILL NOT BE CHARGED THE SURCHARGE.**

### Get a Good Night's Sleep

#### Do I Need to Know If My Bank is Healthy?

If you've ever wondered about the health of your banking institution, here are answers to some common questions that can help give you peace of mind.

Should I be concerned about the health of an FDIC-insured bank or savings institution where I have deposits?

If your deposits are within the FDIC's insurance limits, as is the case for most bank customers, those deposits are safe regardless of the financial condition of your bank. Here's why.

First, the FDIC's guarantee - that it will protect against the loss of insured deposits if an FDIC-insured bank or savings association fails - is ironclad. Since the creation of the FDIC 75 years ago, it has handled the failure of more than 2,200 insured depository institutions and "no one has ever lost so much as a penny of FDIC-insured deposits - not a single penny," said FDIC Chairman Sheila C. Bair.

What if some of my deposits are over the FDIC's insurance limits?

Deposits above the FDIC's coverage limits may be at risk if the bank fails. To make sure all your deposits are fully protected, consult with the FDIC or your bank and, if necessary, make adjustments to bring your accounts within the federal insurance limits.

If I want information about my bank's health, where can I go?

There are private companies that provide their own ratings and opinions of FDIC-insured banks and savings associations, often for a fee. The FDIC posts information about these private companies on their web site at [www.fdic.gov/bank/individual/bank/index.html](http://www.fdic.gov/bank/individual/bank/index.html) as a public service and not as an endorsement or confirmation of the companies or their conclusions.



#### Stabilization Act Temporarily Increases Basic FDIC Insurance Coverage to \$250,000 per Depositor - IMPORTANT CHANGE - PLEASE READ

On October 7, 2008, the Federal Deposit Insurance Corporation (FDIC) announced that President Bush signed the Emergency Economic Stabilization Act of 2008, which temporarily raises the basic limit on federal deposit insurance coverage from \$100,000 to \$250,000 per depositor, effective immediately. The legislation provides that the basic deposit insurance limit will return to \$100,000 after December 31, 2009. The legislation did not increase coverage for retirement accounts; it continues to be \$250,000.

Bankers and depositors should visit [www.myFDICinsurance.gov](http://www.myFDICinsurance.gov) and use EDIE the Estimator to learn more about FDIC insurance coverage. Deposit insurance information is also available on the [FDIC web site](#).

**Main Office:**  
107 Pulaski Street  
Newark, NJ 07105  
(973)344-5125

**Branches:**  
210 Ferry Street  
Newark, NJ 07105  
(973)589-1555

302 Frank E. Rodgers Blvd.  
Harrison, NJ 07029  
(973)268-7801

1135 Liberty Avenue  
Hillside, NJ 07205  
(908)527-7994

**Express Banking**  
(973)344-5683

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

#### Business Days

Our business days are Monday thru Saturday, excluding State and Federal Holidays.

#### Business Hours:

Monday 9:00 am-6:00 pm  
Tues-Thurs 9:00 am-5:00 pm  
Friday 9:00 am-7:00 pm  
Saturday 9:00 am-2:00 pm

#### Drive Thru Schedule Pulaski & Hillside Offices

Monday 8:30 am - 6:00 pm  
Tue-Thurs 8:30 am - 5:30 pm  
Friday 8:30 am - 7:00 pm  
Saturday 8:30 am - 2:00 pm



EQUAL OPPORTUNITY LENDER



## A Message from the President

William Arthur Ward once noted that “the pessimist complains about the wind, the optimist expects it to change, and the realist adjusts his sails.” They are wise words, advising us all to be realistic in the face of changing conditions.



Unfortunately, far too many individuals failed to set realistic financial goals for themselves over the last few years. They believed themselves capable of taking on considerably more debt than they could afford. Exacerbating the problem was the ready availability of credit from institutions that were all too willing to let borrowers go beyond their means, so long as it meant increasing their own bottom lines. Meanwhile, institutions such as Lusitania, which has always required a down payment in order to purchase a home, were seen as “old-fashioned” and out of place in a time where seemingly anyone could qualify for a mortgage loan.

In the harsh light of the current financial condition, it seems obvious that many loans taken out by unqualified borrowers were simply ill-advised. These borrowers “bit off more than they could chew”, to borrow the well-known idiom, and the real estate market as a whole has been paying the price. It has also become clear in retrospect that many institutions would have been better served by taking Lusitania's conservative approach rather than by chasing the short-term profits that came from subprime lending. Now, many of those same institutions are scrambling to stay afloat or are in no position to offer real estate financing.

Like Lusitania, however, many of you were also realistic in the face of changing conditions. For those of you who had the foresight to adjust your sails - to hold steady during these turbulent times, keeping your credit positive and building more equity - you are now in an excellent position to invest in properties that are in foreclosure or are already bank-owned.

Lusitania Savings Bank is here to help. Since we did not get caught up in the subprime lending mess you've heard about so often, Lusitania is ready and able to provide financing for your home or other real estate investments. Savvy investors know that a time of crisis is also a time of opportunity, a chance for you to adjust your sails once again. A loan from Lusitania Savings Bank can help you to do just that.

## Picnic 2008: A Huge Success

Both customers and employees alike eagerly anticipated this year's 28th Annual Picnic, and the day left none disappointed. With approximately 3,000 in attendance ready to enjoy the day's activities, this annual event was sure to be a celebration of community and family.



As always, the annual Picnic is our way of showing our dedication to the community, as well as our appreciation to our customers for allowing us to serve their financial needs.

Once again, this year's picnic was held at Forest Lodge in Warren, New Jersey. It featured basketball courts, volleyball courts, swimming pools, the annual soccer match where Tras-os-Montes e Alto Douro was victorious against Lusitania, as well as food and entertainment provided by Mx3 Band. The day left nothing to be desired and gave everyone plenty to do.

## DORMANT ACCOUNT CHARGES

As required, we remind you of our continuing policy with regard to dormant accounts. All accounts which have had no activity for a period of twelve (12) months will be charged a semi-annual fee of \$20.00. To avoid such charges, all you have to do is make one deposit or withdrawal each year. Don't forget, one reason we encourage you to keep your account active is that New Jersey Escheat Law requires any account that has been dormant for three (3) years be turned over to the state, and we do not want this to happen to your account.

## EXPRESS BANKING



LUSITANIA'S PHONE  
BANKING SYSTEM  
(973) 344-5683  
24 HOURS / 7 DAYS A WEEK

## MANAGEMENT TEAM

Augusto A. Gomes: President/CEO  
Jorge S. Gomes: Executive V.P./G.C.  
Sandra Teixeira: VP of Finance  
Maria C Pequito-Duarte: VP of Lending  
Florbela De Almeida: VP of Operations

# The Scam Update

Helping to keep  
you scam-free!

It's your money, so keep it that way – stay informed!

In this issue: FORECLOSURE RESCUE SCAMS

Foreclosure rescue scams target homeowners facing foreclosure, particularly if they are equity-rich but cash-poor. Rescue scams cost consumers thousands of dollars and, too often, their most valuable asset – their homes. With foreclosure rates on the rise, foreclosure rescue scams are also increasing. Here's some info you need to know:

## COMMON FORECLOSURE RESCUE SCAMS

Fraudulent foreclosure rescue scams generally fall into one of the following three categories:

**Phantom Help** – the “rescuer” charges exorbitant fees for telephone calls and paperwork that the homeowner easily could have handled themselves.

**Bailout** – The rescuer bails out the homeowner by helping to “dispose of” the house. The homeowner typically surrenders title to the house while believing they can stay on as renters and buy the house back once they fix their finances. The terms are typically so one-sided, however, that repurchase becomes impossible.

**Bait and Switch** – rescuers tells the victim that they will obtain a new loan that will solve their problems. In reality, the homeowner signs forged documents that give the scammers ownership of the home, but the homeowner still has the loan.

## KNOW THE WARNING SIGNS

The U.S. Dept. of Justice outlines a few red flags that homeowners should be on the lookout for if facing foreclosure:

- Be suspicious of any person or company that calls itself a *foreclosure consultant*, *foreclosure service*, or similar.
- Be wary of high pressure marketing techniques.
- Be suspicious of offers to take title to your home and lease it back to you, with a promise that you can buy it back in time.
- Never sign a contract under pressure.
- Do not sign documents containing blank lines or spaces.
- Contact the Better Business Bureau at [www.bbb.org](http://www.bbb.org) before entering into any agreement promising homeowner relief.

## Don't Get Lured into a Phishing Scam

Con artists now use email to try to hijack your personal financial information. In a scam known as “phishing,” swindlers claim to be from a reputable company and send out thousands of fake emails in hopes that consumers will respond with the bank account information, credit card numbers, passwords or other sensitive information. These emails can look quite convincing, with company logos and banners copied from actual Web sites. Often, they will tell you that their security procedure has changed or that they need to update (or validate) your information, and then direct you to a look-alike Web site. If you respond, the thieves use your information to order goods and services or obtain credit.



### Consumer Tips

To avoid becoming a victim of a phishing scam, the American Bankers Association offers these tips:

- Never give out your personal financial information in response to an unsolicited phone call, fax or email, no matter how official it may seem.
- Do not respond to email that may warn of dire consequences unless you validate your information immediately. Contact the company to confirm the email's validity using a telephone number or Web address you know to be genuine.
- Check your credit card and bank account statements regularly and look for unauthorized transactions, even small ones. Some thieves hope small transactions will go unnoticed. Report discrepancies immediately.
- When submitting financial information online, look for the padlock or key icon at the bottom of your Internet browser. Also, many secure Internet addresses, though not all, use “https” to signify that your information is secure during transmission.
- Report suspicious activity to the Internet Fraud Complaint Center, a partnership between the FBI and the National White Collar Crime Center by filing complaints on their website: [www.ifccfbi.gov](http://www.ifccfbi.gov)

## Business Checking

Lusitania Savings bank has the ideal account for any small business. Just compare our service to others.

Opening Balance  
\$500

Choose the Business Account  
that is right for you!



### Business Relationship Account\*

Free

- Must have a mortgage or savings account with a balance of \$25,000.00
- Business Account is limited to no more than 50 transactions a month

### Sole Proprietors / Non-profit Organizations\*

Free

- Must maintain a minimum balance of \$1,000.00 to waive monthly fee and earn interest
- Business Account is limited to no more than 50 transactions a month

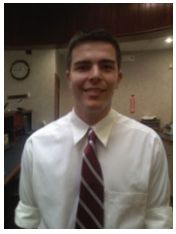
### Regular Business Checking\*

- Monthly fee waived if an average balance of \$5,000.00 is Maintained
- Free deposits
- 50 free checks paid
- 50 free deposited items
- Receive earnings credits of 1.25% on combined balances of \$15,000.00 and over used to offset service fees

### Other Services:

- Business/Master Money Debit Card • Tax Payment • Merchant Services • Automatic Loan Payments
- \*Certain fees may be applied if requirements are not met. Please refer to our Deposit Disclosures for more details.

We would like to welcome our  
New Employee



Ricardo Leal  
Batalha  
Portugal



Raquel Firme  
Torres Vedras  
Portugal



Karina Alves  
Ponte da Braca  
Portugal

## ONLINE BANKING

BE THE FIRST ONLINE!!!  
[www.Lusitaniabank.com](http://www.Lusitaniabank.com)

## LOAN PROGRAMS FOR ALL YOUR REAL ESTATE NEEDS

FINANCING FOR ALL  
TYPES OF PROPERTIES . . .  
Residential & Commercial

REFINANCES, HOME EQUITY LOANS AND LINES OF  
CREDIT, CLOSINGS AT OUR OFFICE AT NO COST TO  
YOU . . .

Lusitania can help with all your financing needs  
Very competitive Fixed and Adjustable Rates

Start saving money today.  
Contact one of our offices for more information

# SO MUCH

# Security

# ALL in one little code!

**MasterCard®**  
**SecureCode™**

Ready to checkout? Check out MasterCard SecureCode first.

The next time you checkout at a participating online merchant you'll be asked by your bank to register your existing MasterCard SecureCode.

MasterCard SecureCode is a private code for added protection against unauthorized use of your card. During checkout, a window from your bank will appear and ask you to activate your SecureCode before completing your transaction. After you've chosen your private code, known only to you and your bank, you'll be able to complete this and all future purchase at participating merchants with added security.

To learn more about MasterCard SecureCode,  
Visit [www.mastercard.com/securecode](http://www.mastercard.com/securecode)



## NEW DRIVE THRU SCHEDULE

### Pulaski and Hillside Offices

Monday	8:30 a.m. to 6:00 p.m.
Tue-Thurs	8:30 a.m. to 5:30 p.m.
Friday	8:30 a.m. to 7:00 p.m.
Saturday	8:30 a.m. to 2:00 p.m.

## LET US HEAR FROM YOU

# How can we serve you even better?

We strive to provide excellent service to you every day, in everything we do. This means constantly improving upon the way we do business, and we want your input on how we can further improve.

Please share your suggestions on ways we can serve you even better by completing the following information

Our team will review all suggestions submitted, and if we decide to use yours, we'll pay you \$50.00 for it!

That's how serious we are about excellent customer service.

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Email: \_\_\_\_\_

Your Suggestion or Idea for Improvement: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please mail this form to: Lusitania Savings Bank, fsb  
Attention: Augusto Gomes, CEO  
107 Pulaski Street  
Newark, New Jersey 07105  
[aagomes@lusitaniabank.com](mailto:aagomes@lusitaniabank.com)

This newsletter is intended to provide accurate and authoritative information in regards to the subject matter covered. The information in this newsletter is not intended to provide specific advice or recommendations. For legal or other expert advice, we recommend consulting your attorney, accountant, tax or financial advisor.

If you are unhappy with our services please let us know.