



# Secure LifeStyles Club

NEWSLETTER AND EVENT SCHEDULE | SPRING 2022



# Mark Your Calendar

## APRIL

22 Shred Day

## MAY

8 Des Moines Symphony Finale

# Event Reservations

Reservations are required for ALL events. Please register online at [BankersTrust.com/SLC](https://BankersTrust.com/SLC).

You can also visit any branch or call (515) 271-1014.

We look forward to seeing you soon!

**Please note:** Photos may be taken at Secure LifeStyles events for use by Bankers Trust on Bankers Trust social media pages, in the press, marketing materials, and more. By attending Secure LifeStyle events, you consent to Bankers Trust photographing and using your image and likeness.

## EVENT WALKING KEY

-  ..... little or no walking
-  ..... some walking
-  .... moderate walking
-  .... heavy walking

# The Difference is Resilience



**Don Coffin,**  
*CEO & President*

Bankers Trust had yet another successful year. But what I am most proud of doesn't have a metric—our resilience. Our team members were resourceful and went to great lengths to meet customers' needs in this second year of the pandemic, and the bank's financial strength enabled us to make investments to support our operations, our customers, and our communities. In short, resilience, with a focus on deepening relationships, made a significant difference.

*"Resilience, with a focus on deepening relationships, made a significant difference."*

For more than a century, Bankers Trust's resilience has been building, enabling team members to serve and support our customers and communities through historic ups and downs. We have focused on building strong relationships with our customers and communities—with trust, integrity, and outstanding service at the center. These qualities, along with the bank's stability and focus on the fundamentals, enabled us to support customers throughout 2021 as they reset, rebuilt, and returned to a sense of relative normalcy during the ongoing pandemic.

Bankers Trust's total assets grew to \$6.0 billion, and we achieved \$51.9 million in net income. Combined assets rose by \$205 million. Bankers Trust was recognized as the "Best Bank" and "Best Commercial Lender" in Central Iowa for the seventh consecutive year, and our Phoenix location reached a milestone in becoming a \$1 billion bank. While many differentiators contribute to the bank's success—longevity, service, security, technology, and relationships—in 2021, it was our resilience that helped us fulfill the Bankers Trust Difference.

In 2021, we mourned the loss of Chairman Emeritus John Ruan III and honored his legacy and lasting impact on Bankers Trust. Thanks to the Ruan family and the bank's strong succession planning, his son, John Ruan IV, was named Chairman of the Board. This signals the Ruan family's commitment to keeping the bank privately held and ensuring our continued independence as a community bank.

Visit any Bankers Trust office for a full copy of the annual report or visit [BankersTrust.com](https://BankersTrust.com).

*Donald J Coffin*

## BANKERS TRUST SHRED DAY

FRIDAY, APRIL 22 

(Iowa branches only)

Join Bankers Trust and celebrate Earth Day by properly disposing of your confidential papers. All customers are encouraged to visit any Bankers Trust location to drop off your personal documents. Papers are stored in a locked container before shredding. Not only does this ensure your private information remains private, it also protects our planet from waste.

Before that, visit the Bankers Trust Education Center at [education.bankerstrust.com](http://education.bankerstrust.com) for information from Meriso Jusic on what to save, toss and shred.

## DES MOINES SYMPHONY SEASON FINALE: PICTURES AT AN EXHIBITION

SUNDAY, MAY 8 

Experience the romantic thrill of Tchaikovsky's *First Piano Concerto* played by virtuoso Alessio Bax. The concert opens with Beethoven's majestic *Consecration of the House Overture*; Jessie Montgomery's *Starburst*, commissioned in 2012 by the Sphinx Organization, dazzles with swirling, kaleidoscopic musical colors. Finally, experience the power and splendor as Mussorgsky's *Pictures at an Exhibition* draws this program of masterpieces to a close with the magnificent *Great Gate of Kiev*.

**TIME** 2:30 – 3:30 p.m.

**LOCATION** Des Moines Civic Center  
221 Walnut St., Des Moines

**COST** Free

## BEWARE OF THIS NEW GRANDPARENT SCAM

There's a new twist on the grandparent scam circulating. Here are the warning signs you should watch for, how to protect yourself and how to report suspected scams.

### WHAT IS THE GRANDPARENT SCAM?

For many years, scammers have targeted seniors by claiming to be their grandchild in a crisis and in need of cash. They gather information about the grandchild on social media or by other means and then call, email or text the grandparent impersonating the child. They claim to be in a crisis — common stories include being kidnapped, robbed, in a car accident, jailed, or experiencing a medical crisis — and urge the grandparent to send money via wire transfer or credit, debit or a prepaid card.

A new twist to this scam involves the scammers telling the grandparents a courier will come to their

home to collect the funds. The couriers often pose as attorneys and other professionals and tell victims they're subject to a gag order and cannot tell anyone about sending money. After the initial payment, the grandparents often receive calls for additional funds to be sent via USPS, FedEx or UPS.

### HOW TO PROTECT YOURSELF FROM GRANDPARENT SCAMS

Here are a few ways you can protect yourself and your loved ones from scammers:

- Set strict privacy settings on your social media accounts so only people you know can access personal information about you.

# TAKE ADVANTAGE OF THE NEW Bankers Trust 10-year HELOC

**2.99% for first 5 of 10 years**

You've done the hard work in paying your mortgage down, so take advantage of it. Using the equity you've built in your home is a smart way to fund major purchases. A Home Equity Line of Credit (HELOC) allows you to take out as much as you need, up to a predetermined limit, and only pay for what you use. Act now to take advantage of a low rate. Bankers Trust is offering a 10-year HELOC with the first five years at **2.99% promotional APR fixed, and a variable rate thereafter, currently at 3.50% APR.** This special offer also includes no closing costs or annual fees. Lock in now to avoid rising interest rates.\*

## WHAT CAN YOU DO WITH A HELOC?

- Improve and upgrade your home – remodel your kitchen with all the modern conveniences or install the soaking tub you've wanted in your private bathroom.
- Consolidate debt – pay off debt from credit cards, or other unexpected expenses.
- Fund one-time discretionary purchases – give your daughter the wedding of her dreams or take the vacation of yours.
- Pay for education expenses – for your children or grandkids.

Connect with any Bankers Trust team member or Customer Service at **800-362-1688** to discuss your options.

\* All loans subject to credit approval. Certain restrictions may apply. Rate subject to change. The maximum APR of 21% and the floor rate of 2% are specific to HELOCs only. Bankers Trust requires homeowner's insurance. Cost of appraisal is not included. Borrower will be responsible for appraisal cost (\$450 - \$1,000) if appraisal is required.



- If you receive a call urging you to send money, verify the caller's identity by asking questions a stranger couldn't possibly answer.



- Don't panic. Scammers use urgency as a tactic. No matter how urgent the crisis seems, resist the urge to act quickly and think through your options first.
- Don't keep it a secret. Call the family member's genuine phone number to confirm they are OK.
- Share these tips with others. Scammers are counting on their victims not being aware of common scams and warning signs!
- Report scams to your state's Attorney General. If you're in Iowa, that contact information is **consumer@ag.iowa.gov** or **515-281-5926**.

Visit [BankersTrust.com/SLC](https://www.bankersttrust.com/SLC) to learn more.

# What You Should Know About Market Uncertainty, Interest Rates and Inflation



**Jason Egge** (515) 245-2892  
Vice President, BTC Financial Services  
7000 University Ave., Windsor Heights, IA 50324

With ongoing pandemic challenges, rising inflation and interest rates, and international conflict, the markets have been off to a rough start in 2022 with declining equity prices and fixed income/bond markets. One of the worst things for securities markets—and investors' peace of mind—is uncertainty. Here are a few insights into how we arrived at this state, what might happen next and how you can manage your finances to address the uncertainty.



## HOW WE GOT HERE

In the spring of 2020 during the emergence of COVID-19, the Federal Reserve slashed interest rates to record lows to combat the economic decline. As our economy emerged from a widespread lockdown in 2021, the Federal Reserve made it clear they would start raising interest rates in 2022, although at the time it was not clear by how much or how fast this would happen.

Rising inflation added to the sense of uncertainty. Inflation was anticipated at the start of 2021 as a result of multiple rounds of stimulus checks sent to most Americans during the pandemic and the difficulty of restarting a global economy after nearly 10 months of widespread lockdown. At the start of 2021, the Federal Reserve said inflation

would be “transitory,” meaning it would be temporary. However, that has not been the case. In the 12 months leading up to February 2022, inflation was 7.9%—the highest it’s been since January 1982. Keep in mind, in February 2021, we were just emerging from lockdown. Therefore, inflation numbers for the 12-month period ending in June, July and August will provide a clearer picture if inflation is under control.

The Russia-Ukraine conflict is an additional hindrance to the fight against inflation. Rising fuel costs and pending international conflict certainly add more pressure to an already uncertain future. Please note the references to the Russia-Ukraine conflict in this article are an economic analysis. Like all of you, I’m deeply saddened by the humanitarian crisis unfolding.

## WHAT’S NEXT

While all these events are concerning, there is also reason for optimism. In February, the U.S. economy added 678,000 jobs and unemployment fell to 3.8%—the lowest since the pandemic. If the U.S. economy can add jobs at a substantial pace, that should alleviate some of the supply chain concerns contributing to inflation.

Additionally, on March 16, the Federal Reserve announced a 0.25% increase with up to six additional increases scheduled for later this year and potentially more raises in 2023. This signals the economy is growing, which is typically a good sign for the equity markets. I would be more concerned if the Federal Reserve stopped raising interest rates in 2022 because that could indicate they are concerned about declining economic growth.

The prices of fixed income securities will likely face pressure in the near term in a rising rate environment, but a rise in interest rates has been somewhat priced into the fixed income markets since they started to decline in August 2021. Keep in mind fixed income securities continue to pay their scheduled income payments and prices will likely stabilize once the future of inflation comes into focus.

For the remainder of 2022, the key to the equity and fixed income markets will be inflation. If inflation gets down to a manageable 3% to 4%, I could see securities markets responding positively.

## WHAT YOU CAN DO

As always, a good investment plan considers your personal financial needs like expenses, tolerance for risk and income needs. A strong long-term plan should always factor in periods of market and economic uncertainty. If you would like assistance putting together a long-term investment plan, please call our offices. We are always happy to help.

*Jason Egge is a Financial Advisor with Securities America, Advisors, Inc. Securities offered through Securities America, Inc., member FINRA/SIPC. Advisory services offered through Securities America Advisors, Inc. Bankers Trust, BTC Financial Services, a division of Bankers Trust, and Securities America are separate companies. Securities America and its representatives do not provide tax advice; it is important to coordinate with your tax advisor regarding your specific situation.*

**Not FDIC Insured. No Bank Guarantees. May Lose Value. Not a Deposit. Not Insured by Any Government Agency.**



453 7th Street  
Des Moines, IA 50309

## Bankers Trust Locations

### ALTOONA

3820 8th St. SW, Altoona, IA 50009  
(515) 957-8989

### AMES

3725 Stange Road, Ames, IA 50010  
(515) 233-4424

### ANKENY

1925 N Ankeny Blvd., Ankeny, IA 50023  
(515) 965-2497

### CLIVE

11111 University Ave., Clive, IA 50325  
(515) 222-2000

### DEERFIELD

13731 Hickman Rd., Urbandale, IA 50323  
(515) 222-2014

### DOWNTOWN

717 7th St., Des Moines, IA 50309  
(515) 245-2426

### EAST

150 E. Euclid Ave., Des Moines, IA 50313  
(515) 245-2432

### EDGEWATER

9225 Cascade Ave.  
West Des Moines, IA 50266  
(515) 222-2014

### GRIMES

110 SE Main St., Grimes, IA 50111  
(515) 986-3606

### NORTH

3905 Merle Hay Rd., Des Moines, IA 50310  
(515) 245-2440

### SKYWALK

453 7th St., Des Moines, IA 50309  
(515) 245-2919

### SOUTH

655 E Army Post Rd., Des Moines, IA 50315  
(515) 245-2977

### WEST DES MOINES

620 S 60th St., West Des Moines, IA 50266  
(515) 248-1320

### WINDSOR HEIGHTS

7000 University Ave.  
Windsor Heights, IA 50324  
(515) 271-1000

### CEDAR RAPIDS MAIN

201 1st St. SE, Cedar Rapids, IA 52401  
(319) 896-7777

### CEDAR RAPIDS BLAIRS FERRY

400 Blairs Ferry Rd. NE  
Cedar Rapids, IA 52402  
(319) 221-1230

### PHOENIX

2525 E Camelback Rd., Ste. 100  
Phoenix, AZ 85016  
(602) 224-2020

### SAGEWOOD

4555 E Mayo Blvd., Phoenix, AZ 85050  
(602) 224-2035

### SUN HEALTH GRANDVIEW TERRACE

14515 W Granite Valley Dr.  
Sun City West, AZ 85375  
(602) 224-2046