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BRUNING STATE BANK

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The Old School...

I went to a memorial service for one of my 90 years+ rancher friends a few weeks ago. This trip made me think about a minister I heard one time. He said someone was "from the old school" it was a compliment. I don't think he was referring to the educational process – it was more geared to how he lived his life.

All of us can think of someone in our life (past or present) you could identify with that description - "from the old school." Values such as honesty, respect for fellow man, industriousness, good family values, cheerful, dedication to their goals in life, the desire to leave things better than we found them.

Those of us over 70 can relate to the good old boy examples such as Tom Mix, F.D.R., or other heroes of the day. It is likely we had a family friend, neighbor, teacher – someone (or more than one) from whom we learned values. Guys and gals "from the old school." Perhaps we didn't identify them at that time, or there were so many of them we failed to notice their contributions.

Where are all the heroes from yesterday? Are we looking in the wrong places like television stars, politicians, rock stars or on the Internet? Maybe it's the guys next door, a family friend, father or mother who are setting a good example with their actions and good attitude.

Someone told me once that the reason we get to live so long is to be an example for the next generation. Is it to be a good or bad example? There are times each of us qualify as both. If you and I are to be remembered as being "from the old school," maybe we need to have our attitudes adjusted a bit.

Banker Frank - Frank L. Bruning

"Be more concerned with your character than with your reputation. Your character is what you really are, while your reputation is merely what others think of you." John Wooden

Entrepreneurism...

Entrepreneurism seems to be alive and well in Nebraska. The people here have a drive, a spirit of innovation, and creative minds to diversify their operations and make opportunities for their family members to return and be part of the community. A few of the businesses that have "come home" to our Bruning area include:

- Antique store
- Grocery store that provides specialty meats
- Grain elevator that crushes beans and flax
- Commodity office
- Cattle Operations
- Vineyard & brewery
- Fuel station and food mart
- Planter repair business
- Underground sprinkler business
- Sign company
- Road-side vegetable stand
- Re-opening eating establishments
- Pumpkin farm
- Custom Farming

All of these have sprung up within a few mile radius of Bruning, and I may have overlooked a few in coming up with my list. I am sure these new business opportunities or some like them are popping up in other communities. We should encourage and utilize these businesses, and show them our support.

Congratulations to all locally owned and operated entrepreneurs!

*Fred D. Bruning –
President*

*"I know the price of success: dedication, hard work and an unrelenting devotion to the things you want to see happen."
- Frank Lloyd Wright*

Jerry's Journal...

Before updating you on some of my travels with the Nebraska Bankers Association (NBA), I wanted to start my article with a "shout out" to an institution that is near and dear to my family and our community. Back in 2000 and 2001 when the Bruning Public School and the Davenport Community School District were facing similar challenges, leaders came together and formed the Bruning Davenport Unified School District. As with any change, it did not come easy. Yet over time the rewards and successes have been many, and almost too many to count!!! It is great to see the success and commitment from the parents, teachers, coaches, and most importantly of the students. What an achievement to win the Class D Nebraska School Activity Association (NSAA) Cup for 2016 in the All-Schools, Boys Division, and the Girls Division. To see an overview of the program please follow the link - <http://nsaahome.org/awards/NSAACUP.pdf>. Congratulations to all!!

NBA Bank visits included stops in Columbus, Norfolk, Randolph, Crofton, Axtell, Minden, Alma, Loomis, Grand Island, Hastings, Aurora, Doniphan, and Broken Bow. It has been a great pleasure and opportunity to get to know more bankers and learn how they are dealing with issues.

A big thank you to Jill, my family and Bruning State Bank co-workers that attended the NBA Annual Convention back in May. We had about 65 people join us at the dinner. It made it a very special night for Jill, Cecelia and I. As with any vibrant organization, the NBA has already chosen my successor, it did not take them long to do so!! Our NBA Chairman-Elect is Kris (Holthus) Holoch, Chief Executive Officer (CEO) of Cornerstone Bank in York. Her family has long history of involvement with the NBA, Kris's Father C.G. (Kelly) Holthus was NBA Chairman in 1980's and later was Chairman of the American Bankers Association (ABA), Kris's late brother Kendall Holthus was Chairman in 2011. I'm excited to serve with her.

Jill and I represented the NBA at the Central States Conference of Bankers Association's at Lake Geneva, Wisconsin recently. God always has a plan for us, as it was great to see and visit with a good friend and classmate from the Graduate School of Banking, Wisconsin. Paul Domke, President and CEO of Heartland State Bank in Redfield, South Dakota is the 2016-2017 Chairman of the South Dakota Bankers Association. Our states share a lot of the same banking issues and I know we'll be able to work together on solving them.

Thanks for everyone's patience and understanding as we continue this great journey. Thanks for letting me share a few pieces of it with you.

*Jerry Catlett –
Senior Vice President,
Chief Financial Officer*

Let's Go Crazy...

Who has heard of Prince? My assumption is that anyone under 30 doesn't know Prince. Let's Go Crazy, is a song by the musician known as Prince and he passed away this past spring. The lyrics start out "Dearly Beloved" and the song is about life and how the afterworld is never ending happiness. Why is a banker talking about "Dearly Beloved" and about life when he should be talking about money? Well, I believe Prince and his song that begins "Dearly Beloved" has a lot to do about money.

With the death of Prince, his estate is estimated to be worth over \$300 million. An estate of \$300 million with no Will. I read a recent article where The United States Federal Government and the State of Minnesota, the state where Prince resided, will benefit by getting 57% of Prince's estate or roughly \$171 million because he didn't have a Will or estate plan. People are also coming out of the woods claiming they are related to Prince, which is only costing the estate more money.

Now, not all estates that don't have a Will or estate plan will be taxed at a 57% level like Prince's estate because the tax rate is determined by size of the estate, but no matter the size of the estate, it will get taxed if you haven't done some estate planning. The only positive with Prince's estate is that he didn't have minor children, because if he did they probably would have been turned over to the State of Minnesota to determine who would raise them.

So when you are thinking about your "Dearly Beloved" and a life of happiness, do your part and get to an attorney and/or an estate planner so your "Dearly Beloved" can keep that money instead of giving it to the Federal Government.

*Jim Scott –
Broken Bow Branch Vice President*

REISSUING EMV DEBIT CARDS

Bruning State Bank has begun the process to migrate our standard debit card to the EMV cards. Reference our previous newsletter in the technology update to learn more.

Starting in August, all cards that have an August expiration date (whether that be 08/16, 08/17, 08/18, etc.) will automatically be reissued with chips. The process will continue for 12 months and by this time next year, all of our debit cards should be EMV enabled.

HOW IT WORKS



1. Insert your chip card into a chip-friendly reader.



2. Approve the amount.



3. Follow prompt to enter your PIN or to sign.



4. Remove your chip card when prompted.

I Used to Like Fireworks...

This Fourth of July I did not buy any fireworks. This may be surprising to the people that know me. I used to love fireworks and the smell of them after they burned. I love the surprise of the pop when they would ignite and the marvel of the colorful report once they exploded in the air. Then I found a girl. She wasn't too thrilled with the fireworks. She lit a few just to make me happy, but she was more about the family aspect of the holiday. The girl (my future wife Carley) also brought her dog into the relationship. Tucker is a Shih Tzu and at first we did not get along. But now we are the best of friends and go for walks every morning. Tucker really doesn't like fireworks and usually shivers and covers in the basement. So if I want to enjoy lighting fireworks, I have to do it without my two best friends. Usually Tucker goes with Carley's folks to their lake campsite where they do not allow fireworks and Carley just lets me burn my fingers and damage my eardrums.

This year was a bit different. There are some big life events happening with my family and my mom has been under the weather. She is on the mend, so don't worry. This year we did not plan anything and did not invite anyone to celebrate Independence Day other than family. As I rode around the lake with my dad and Carley, I noticed all of the parties going on and what people do to entertain their guest. That night I noticed all of the fireworks going off and wondered how much money was being spent on those big booms going off after midnight. That night we had talked about getting some Chinese takeout and ice cream; however, we really grilled hamburgers and had some coleslaw. I did light a couple left over fireworks from the year before, too. But what I enjoyed the most was being with family and taking the time to talk with them and not having to put a lot of effort into the details.

I guess my point is that sometimes we get caught up in the details, extras, and shiny things that accompany events. We put so much effort into trying to impress people or even ourselves and forget to just enjoy things for what they are. Most Fourth of July's we have spent trying a new recipe for this and that, getting new water toys, what kind of mortars we will shoot, and what time will it happen. This year I had a burger, when we were hungry, with the people I wanted to be around. We watched some fireworks the neighbors and community provided and I didn't burn my fingers or hurt my ears. The next day I wasn't tired and didn't have to pick up a lot of spent fireworks.

I am not saying that I won't spend a bunch of money in the years to come on fireworks or try to have some fun with friends during the Fourth of July. Sometimes it is fun to do nothing and enjoy yourself and the ones closest to you. You don't have to put a lot of effort and money into having fun. Like my mom always says, "It is what you make it." Or another piece of advice, "If you are not having fun, lower your standards."

*Adam Bruning –
Personal Banker*

Important - Crop Insurance Reminders

A lot of time, money, and hard work goes into your crops every year! Please make note of the following reminders to insure you get the most out of your multi-peril crop insurance.

WHEAT INSURANCE REMINDERS:

- Report your 2016 wheat production to your agent right away. Wheat losses need to be reported **NOW!**
- The wheat crop insurance premium was billed July 1st and interest will be added if payment is not received by August 1st.
- 2017 Wheat Crop Insurance – Sales closing date is Sept 30, 2016. The desired coverage for 2017 must be in place by this date!

ROW-CROP INSURANCE NOTES:

- PLEASE look over the crop acres shown on your Schedule of Insurance and BE SURE they are accurate. Any loss payment may be reduced or eliminated if the acres are mis-reported!
- The crop insurance premium will bill on August 15 and is due Sept 1st. Interest will be added if payment is not received by October 1st.
- Contact our office before destroying any crop or cutting any crop for silage. An adjuster will need to appraise the field before destruction.

We will continue to mail out important reminders as future deadlines approach.

Please feel free to give us a call or stop by our office if you have any questions! We can help with all your multi-peril crop, crop hail, and livestock insurance needs.

*Kathy, Jeff, Brian, Shari,
Janet, Ryne, Zach –
Crop Insurance Agents*

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Not insured by any federal government agency. May go down in value.

Husker Harvest Days 2016

- This year's Husker Harvest Days will be held
- September 13-15 in Grand Island. As a joint
- effort between Bruning State Bank and the Ne-
- braska Bankers Association, we are excited to
- offer one ticket per family at no cost. These tick-
- ets will be available on a first-come, first-served
- basis. Please let a Loan Officer at any location
- know if you are interested in attending!

Brexit...

On June 23rd, 2016, in a historic vote, the United Kingdom voted to leave the European Union. And immediately the markets dropped like a rock. Should this event change how we are invested? How should geopolitical events, or “Black Swan” events affect our investing strategies?

I found it very interesting, if not humorous, that so many pundits spending an enormous amount of time discussing the “Brexit” vote, got it wrong. Even more so – Vegas betting got it wrong! And a lot of hedge funds and short-sellers painfully got it wrong.

Markets hate surprises. Investors too often see clouds gathering and predict the sky is falling (it’s always different this time). It doesn’t help that the markets have been very jittery this last year or so. Don’t get me wrong, Brexit is a big deal – it’s historic. But think about all the historic events that have happened over the last 10 years, let alone the last 140 years of the markets. We could fill volumes with global events that caused temporary panic in the markets, followed by a “breather” then a return to normal and often a substantial increase in market values. The markets have increased 10,000-fold over the last 140 years. With all the “craziness” that’s happened in the world, the S&P 500 has increased an average of about 4.82% over the last 10 years.

To some degree, it just seems natural, and sometimes even exciting to try to bet the markets and try to out-strategize them. Don’t do it! It doesn’t work. Even if you guess the right time to get out of the market, there’s always two parts to this bet – when to get back in. No one consistently gets both right (most don’t get either right). We all know someone that knows someone that “got it right” once. Just like the person that wins big at Vegas. They never tell you how much it cost them to win big. And I always say, “Vegas billion-dollar hotels and casinos weren’t built on the backs of the winners.” In the end, trying to time the markets is basically betting on the markets and hoping you guess right. It’s not a great strategy over time.

At the time of this writing, the S&P 500 had dropped over 5% the two days following the Brexit vote, and by the end of the next week it was up about 4.9% or slightly below where it was (still up about 2% for the year).

My advice remains the same. Your Risk Tolerance (how much market volatility your gut can stand), and your Time Horizon (how long you plan for your money to be invested) should be the largest two factors in your investing strategy. Invest globally – limiting geographic risk – and invest widely in various industry sectors – limiting specific industry risk. A broadly diversified portfolio that allocates investments to both equities and fixed income, and held for a long period of time has proven over and over again to be a sound investment strategy.

I always say that my most important job as a Financial Advisor is to help talk with people when times are bad and help our clients to not sell into a panicked market. And making sure your Risk Tolerance and Time Horizon are in line with your investing goals.

Feel free to call me when you are tempted to sell in a down market. If you are not working with us as your financial advisor, schedule a time to talk about how we can listen to you, and together help create an investing plan.

*David Frook –
Financial Planner*

Securities offered through Securities America, Inc. Member FINRA/SIPC. David Frook, Registered Representative Advisory Services offered through Securities America Advisors, Inc. David Frook, Investment Advisor Representative Bruning State Bank and Bruning State Bank Wealth Management are unaffiliated with Securities America. May Lose Value, Not FDIC Insured, No Bank Guarantee

Highlights of the 2016 Market Trends of NE Farm and Ranch Real Estate Survey

Each year the University of Nebraska–Lincoln agricultural economics department conducts a Nebraska Farm Real Estate Market Survey and publishes the survey results in June. Here are some of the highlights of the 2016 survey.

1) The weighted average farmland value declined around 4 percent over the prior 12-month period to \$3,135 per acre. This is the second consecutive year of lower weighted average farmland values in Nebraska. If commodity prices don’t improve during this year’s growing crop, we probably will see another decline in farmland values for a third consecutive year.

2) Shown below are the survey Districts Bruning State Bank has locations and how each District compares with the state-wide average.

	% Change State-Wide Avg.	% Change Central District Kearney Broken Bow	% Change South District Holdrege	% Change SE District Bruning Hebron
All-Land Average	-4%	-4%	-10%	-5%
Gravity Irrigated	-6%	-4%	-12%	-8%
Center Pivot Irrigated	-4%	-5%	-15%	-3%
Dryland with Irr. Potential	-5%	-8%	-13%	-7%
Dryland without Irr Potential	4%	4%	7%	-4%
Grazing Land (Tillable)	2%	-1%	-4%	5%
Grazing Land (Nontillable)	-2%	-5%	-7%	1%

Land values and rental rates presented in this report are averages of survey participants’ responses by district. Actual land values and rental rates may vary depending upon the quality of the parcel and local market for an area. The full survey report is available on <http://agecon.unl.edu/cornhusker-economics/2016/trends-nebraska-farmland-markets-farming-and-ranching-margin>.

*Craig Pope –
Hebron Branch President*

The Importance of Flex Fuel Use for NE...

Up to 80 new flex fuel pumps will be installed across Nebraska in the next few months as part of a national effort to expand consumer demand for American Ethanol.

The U.S. Department of Agriculture (USDA) created the Biofuels Infrastructure Partnership (BIP) which targeted \$100 million toward the expansion of flex fuel infrastructure across the nation. The award of federal dollars requires a dollar-to-dollar match from states, private industry and other sources. In Nebraska, more than \$6 million has been dedicated to this effort – including contributions from the Nebraska Corn Board, Nebraska Ethanol Board and Chief Ethanol Fuels.

According to David Bracht, director of the Nebraska Energy Office, sales of mid-level American Ethanol blends have increased 45 to 55 percent at Nebraska stations that have installed flex fuel pumps. It appears that Nebraskans understand a win/win opportunity. Expanding American Ethanol supports cleaner air for Nebraska, helps create new jobs in the United States, could eliminate as much as 8 million metric tons of greenhouse gas (GHG) emissions from the air in a year and will enhance the future for Nebraska's farmers.

Just as Nebraska and USDA move forward in building infrastructure to support flex fuels, U.S. automakers are cutting back on the production of flex fuel vehicles (FFVs) that can use higher blends of American Ethanol. "Losing FFVs means eventually losing the opportunity to purchase higher blends of American Ethanol at the pump," said Roger Berry, director of market development for the Nebraska Corn Board. "We've invested in building the ethanol industry and in expanding flex fuel infrastructure. We need to make sure that automakers continue to make the vehicles that can use higher levels of clean-burning American Ethanol."

American Ethanol is so critical to our State's economy, the Nebraska Corn Growers Association (NCGA) devoted their June 2016 CornsTalk publication to it. In their article [Raise Your Voice or Lose Your Choice](#) they ask that we tell automakers to keep making FFVs. To support their efforts, Bruning State Bank has obtained pre-paid and pre-addressed postcards from the NCGA. Please consider stopping by any one of Bruning State Bank's offices to sign your postcards in support of American Ethanol and our Nebraska producers.

*Michele High –
Holdrege Commercial/Ag Loan Officer*

**Source: Nebraska Corn Board Summer 2016 CornsTalk

Micromanagement—Is it a bad word?

Whether you work on the family farm or ranch, or in a commercial business for someone else, you're likely to have felt the wrath of the string-puppeteer—"the boss or manager who controls every aspect of a project you're working on." Would you call it over-the-top management? "Excessive Control?" Or the ultimate negative word: "MICROMANAGEMENT?" The Merriam-Webster dictionary definition for micromanagement is this: "to manage especially with excessive control or attention to details."

The family farm is a prime place to find varying degrees of micromanagement, especially when the next generation enters the picture. As sons and daughters come back to the operation after college, or after working for someone else, they come back with new ideas, new concepts, new ways of doing things; and are often eager to introduce their ideas into the operation. Some of their new methods work, while others don't, but there has to be a level of flexibility between both sides. Some family operations have one boss (Dad) while others can have the whole dinner table (Mom and Dad, older Brother and Sister, and Grandpa and Grandma). There is a common occurrence of bosses who get deeply involved in the day-to-day work of employees who are capable and competent.

As a boss, there is a time and place when your help matters. The thing is, there are so many challenges inherent to getting business right, and it's about balancing long-term goals with short-term needs. Or giving your employee the correct amount of praise versus challenge. These are all judgement calls. So when does your help matter? Your help matters when you bring unique expertise to a situation, or you can expedite things by using a little authority, or both. Your help matters when you have highly relevant experience that no one else on the team brings, and your presence sets an example of best practices and prevents costly mistakes. Your help matters when it signals the organizations priorities as in "I'm going to work hard at making our business successful."

Micromanaging only stinks when bosses have nothing better to do, or are constitutionally unable to trust people. If you really know your people and their skills-as you should-and you're in their skin about their passions and concerns-as you should be-you will know when to draw close and when to pull away. Micromanagement should grow out of strong, "positive-attitude engagement" with your people.

Jeff Hammer - Vice President

**Source: "Why I love micromanaging and You Should Too, by Jack Welch, Executive Chairman of the Jack Welch Management Institute.

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My Trip to Haiti...

This past January I had the amazing opportunity to visit the country of Haiti on a church mission trip. The experience was eye opening to say the least. Haiti is the poorest country in the Western Hemisphere and makes up one-third of the island of Hispaniola in the Caribbean, with the eastern two-thirds of the island being the Dominican Republic. Haiti is roughly 11,000 square miles in land area and would fit into Nebraska's panhandle. In this small area there is a population of nearly 10,100,000 people trying to survive on less than \$5.00 a day.

The trip I was on was put together by a partnership of three churches located in central Nebraska with a mission of establishing a relationship with our assigned sister church in Polycar, Haiti. It was a trip of a lifetime and one that I hope I will get to repeat in the near future. I will try and outline some of the most memorable highlights/lowlights of this amazing trip.

We flew into the capital city of Port-au-Prince and immediately the poverty level was visible. Piles and piles of trash lined the streets and sewers, homes consisted of four cinder blocks or plywood walls with tin roof, most of them falling in, people were everywhere, and a smoky haze filled the air from burning trash piles. We made our way down what seemed to be the only paved highway in rout to our destination. Traffic was bumper to bumper with no stop signs or traffic lights, broke down vehicles littered the streets, most of them abandoned. We would be traveling a little under a 100 miles to our destination and it would take us over 5 hours.

Once we made our way out of the city the immense beauty of the island became visible. Caribbean beaches, crystal clear water and lush green mountains, the kind you would see in a post card, were present around every corner. I was amazed at the sheer beauty of this island, I fully expected to see a barren wasteland not a tropical paradise. Haiti would easily be a top vacation hub if not for lack of infrastructure, a corrupt government, and depleted resources.

When we finally reached our destination we were greeted with a parade of townspeople that had been waiting our arrival. They made us feel like kings and queens and it was definitely a humbling experience. We spent a week in Polycar distributing food boxes, water filters, meeting with church elders, playing with the children and just establishing a relationship with the people of Polycar. Delivering food and water filters was the most eye-opening experience for me, because we actually got to go inside their homes. Their homes were made of brick, scrap wood, and tin. They usually consisted of two rooms and maybe two beds, and their families usually numbered 6-10 people. The floors were usually dirt and rocks, the kitchen consisted of a makeshift lean-to over a campfire outside, and there were no toilets or running water. We all walked away from that experience feeling extremely blessed.

The one thing that sticks in my mind the most is although the Haitian people have very, very little in the form of possessions what they do have is an immense amount of joy and a willingness to serve their fellow man. They all wanted to help us in some way, whether it be carrying our gear or preparing meals, and they did it with a smile on their face.

These were just some of the highlights I took away from this amazing trip and hope that I will someday get to return and experience the amazing hospitality and joy of the Haitian people again.

*Luke Thorell –
Vice President & Loan Officer,
Holdrege Branch*

Do You UBER?

UBER is a great way to get you places without having to drive your own car. It is a great service!

Important notes to the UBER provider:

Your personal auto insurance policy does NOT provide coverage while YOU are the UBER provider and are using your own car. Providing the UBER service and charging a fee constitutes a "for hire" business. Therefore, business/commercial coverage needs to be written to provide adequate coverage.

Pizza delivery and other delivery services are another "for hire" type venture that personal auto insurance companies frown on. The delivery service is another "paid" service that changes the risk to a business and also increases liability risk.

Personal auto coverage will not cover an accident that happens while you are conducting a commercial activity. Insurance policies can also deny claims and cancel the policy if the commercial activity was not disclosed when applying for the personal auto insurance coverage.

Thoughts for the UBER rider:

Does your UBER driver have adequate insurance coverage to provide protection for YOU if you are injured in an accident while in the UBER vehicle?

Be sure to contact your agent if you are using your vehicle for any "for hire" services. Don't risk not having coverage!!

*Kathy Roberts, Brian Hulse,
Kristen Monteforte & Gail Anderson –
Insurance Agency*

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Creating Habits for Success...

My newsletter article is based off of an article written by Joel Peterson, Chairman of JetBlue Airways, called "Want to be Extremely, Wildly, Radically Successful?" that I found to be interesting and true. This article speaks to all generations but is particularly helpful to young people, such as myself, looking to achieve success in their lives and careers.

The article talks about all the books, blogs, and magazine articles on what it takes to be successful. For example a popular LinkedIn post by Alex Banayan promising to disclose "The 5 Traits of Wildly Successful People." These include be persistent, ignore convention, be a problem-solver, cut back on sleep, and build good relationships. Sounds easy right?

Mr. Peterson suggests there might be a little more to it. "Simply reading through grab bags of traits and attitudes won't ensure success in work and life. The reason success is elusive is that it still requires a lot of hard and often tedious work. Not just daily work, but the constant work of making ourselves into more effective, more adaptable, more thoughtful people. That's what it means to build character. No secrets here. Just hours, days, months, and years of persistence in doing what matters most, honoring commitments, and working well with others."

He talks about his relationship with Stephen R. Covey, author of The Seven Habits of Highly Effective People, who did not look at successful traits as an end but instead about being mindful of the person you become on the way there.

Creating good character habits takes time and repetition to build. "Some were about thinking, some were about doing, some were about treating others with respect – but all about building character, about doing the right things over and over until they become ingrained," says Peterson. He continues, "Success in life is rooted in aligning our actions and our values, until our choices flow naturally, and without calculation, from our character. Like everything else worth doing, this is a matter of consistent, determined practice – as unromantic, familiar, and headline-unfriendly a secret as that may be."

So while lists of successful traits are helpful in motivation to the end, it is being aware of the journey and the hard work you put in to create these successful character habits that will get you to the success that you seek.

"We are what we repeatedly do. Excellence, therefore, is not an act – but a habit." – Aristotle

*Ryne Philippi –
Assistant Vice President*

Tips for the First-Time Homebuyers

A down payment is often the largest single payment a consumer makes in their lifetime. Here are some saving tips for the aspiring homeowner:

- 1) **Develop a budget and timeline.** Determine what you'll need for a down payment and create a budget. Calculate how much you can realistically save each month.
- 2) **Establish a separate savings account.** Set up automatic monthly contributions to an account which is exclusively for your down payment. This will keep you from dipping into your home savings when you're tight on cash.
- 3) **Shop around to reduce major monthly expenses.** It's a good idea to check rates for your car insurance, renter's insurance, health insurance, cable, Internet or cell phone plan. You could save hundreds by adjusting current contracts.
- 4) **Monitor your spending.** Utilize Online and Mobile banking to keep track of your spending. Identify areas where you could cut back and instead add that money into your savings.
- 5) **Look into home-buying programs.** Many states, counties, and local governments operate programs for first-time homebuyers. Programs could offer housing discounts or provide down payment loans or grants.
- 6) **Celebrate savings milestones.** To avoid being discouraged with the challenge of saving for your down payment, reward yourself as you hit small goals. If you need to save \$30,000 total, treat yourself to a nice meal every \$5,000 saved to keep you motivated throughout the process.

**Source: American Bankers Association

Shari Fischer-Mortgage Loan Officer

Savings Account Update

We value our banking relationship with each of you and are thankful for the savings you have with us! As of October 1, 2016 these accounts will have the following changes:

Kids Savings

The Kids Savings account will be converted to our Country Savings account.

Country Savings

A change to the Country Savings account consist of a change in the fee schedule as the monthly minimum average ledger balance will be \$100. Country Savings details include:

- Free ATM Card
- Free Online Banking
- Free Mobile Banking
- 1 free foreign ATM withdrawal per month
- \$100 monthly minimum average ledger balance
- \$50 deposit to open
- \$2 per month if monthly minimum average ledge balances falls below \$100.

If you have any questions or concerns about the changes please let us know.

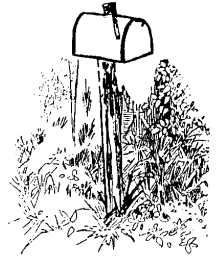
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Technology Update...

Summer is officially here and I am sure many of you are planning your summer vacation. Hopefully you are going somewhere away from the heat. But no matter where you are traveling this summer, don't forget to take Bruning State Bank with you as you hit the road. With our mobile app you can check balances, see transactions, transfer money between accounts, and even pay your bills while you are away. Our mobile app is available for download in both iTunes and the Google Play Store.

Also new this summer Bruning State Bank now offers Apple Pay, Samsung Pay, and Android Pay (mobile wallets). You may be asking yourself what I am talking about. Well, these services allow you to pay various merchants with your phone instead of swiping your debit card. Your card details are never shared, allowing a safer and more private way to pay. Pretty cool, right? How do they work? Let's take a look at each one.

Apple Pay- First to use Apple Pay you must have an iPhone 6, 6 Plus and later, Apple Watch-compatible devices (iPhone 5 and later models), iPad Air 2, iPad Pro and iPad Mini 3 and later. Next you need to add your Bruning State Bank debit card to your Wallet App on your Apple device. This is easily done if you already have your debit card in iTunes. Then you are all set. To pay, just hold your iPhone near the reader and follow the prompts.

Samsung Pay- It is accepted almost anywhere you can swipe your debit card. It is available on the following devices: Galaxy S7 edge, Galaxy S7, Galaxy S7 active, Galaxy S6 edge+, Galaxy S6 edge, Galaxy S6 active, Galaxy S6, and the Galaxy Note5. Load your Bruning State Bank debit card into the Samsung Pay App and you are ready to go.

Android Pay- Android Pay comes preloaded on several devices. If your phone doesn't have the app you can simply download it from the Google Play Store. Next add your Bruning State Bank debit card. That's it. To pay, unlock your phone and place it near a contactless terminal.

Mobile wallets make paying easier and quicker. Also no more searching in your purse or wallet to find the right card. If you have any questions about mobile banking or mobile wallets, please give us a call and we will be glad to help you. Safe travels and enjoy your summer.

Tech Term of the Month: Near-field communication (NFC) - is a set of communication protocols that enable two electronic devices, one of which is usually a portable device such as a smartphone, to establish communication by bringing them within about 4 cm (2 in) of each other.

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