



# BRUNING BANK

FALL 2019

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## Moving Towards the Future

As you have seen, Bruning State Bank has been changed to Bruning Bank and we revealed an updated look for the bank. The new brand focuses on a modern and clean look to meet the expanding industry and reflects the direction the bank is heading for the future.

The entire staff is excited about the refreshed look. We all believe investing in our bank and our brand is a big piece of who we are and how we will continue to grow. We still remain a family and community bank that was established in 1891. Our family ownership and shareholders did not change. We are driven by our mission to help our clients build and maintain wealth. To do that effectively, we must adapt to the needs of our customers and the financial industry in general.

Changes to the Bruning Bank brand include:

- Name: The bank's name is slightly shorter, going from Bruning State Bank to Bruning Bank.
- Logo: The logo itself is a simple, sophisticated branded 'B' that acts as a standalone icon for the bank.
- Color: The primary brand color, rustic red, is a deep, earthy tone that reflects the rich agricultural history of the bank, while also nodding to its Nebraska roots.
- Tagline: The brand includes an updated tagline of "Build. Grow. Thrive". The new tagline is a continuation of the mission of Bruning Bank; helping customers build and maintain wealth.

We feel our employees offer solutions in the areas of personal and business banking, insurance and wealth management. While we've firmly built our roots in the agricultural community, we have a vision when it comes to the way we do business. We strive to go above and beyond to serve our customers in the ways they need it most, from the latest technology to quick and efficient in-bank service.

*-Fred D. Bruning, Chief Executive Officer*



FRED D. BRUNING

## What does the new look mean for me?

### Do I need to replace my debit card?

No, you may continue to use your current debit card. You will receive a new debit card with the new name and look once your current card expires or needs replaced.

### Do I need to order checks?

No, you may continue to use your current checks. Upon your next order, your new checks will have the new name and logo. To order checks, call your local Bruning Bank location!

**Keep an eye out for an updated look to Online, Mobile and Business Banking!**

# What Can We Expect From Land Ownership?

A required reading for most of you who own real estate would be the abstract of your farm or a similar farm to follow the history. In most cases in the Midwest, this dates back to the civil war. The abstract is not being used anymore because title insurance has replaced it.

An abstract is a life story of a piece of property. This information is also available at the county clerk's office. The story of the abstract usually shows every loan, mortgage and also non-payment of taxes. This was most common during depression years and drought years of the 1930s. Lack of crops and low prices did not leave enough money to make a mortgage payment and pay taxes.

Today we are looking at real estate and other income property having to carry a terrific tax load. Yes, if you own land you should pay taxes, but it shouldn't have to carry the burden of all expenditures as well as filtering down to the tenant farmer. The cash and sharecrop rents and their high costs are also passed down to the tenant. A beginning farmer with increased farm

expenses, cost of living and carrying part of the tax load of the landlord has a hard time getting started.

I've done real estate appraisals over the last 40-years and at one time the income approach was one of the tools used at setting the tax base. Recently high land sales have been the appraisal.

I suggest nothing should be taxed greater than income potential from that property. Too many of our legislators look at added taxes instead of controlled spending.

Taxing problems also make it difficult for generational transfers of income property.

This is an opinion of a 93-year-old man and may or may not be valid.

- Frank L. Bruning, Chairman of the Board Emeritus



FRANK L. BRUNING

## Jerry's Journal



JERRY CATLETT

In my last Bruning Bank newsletter article, I wrote about the bank's planning process and how planning needs to carryover to each one of us. Set goals and make them measurable. I know that I over used the word simple, maybe I should use the word macro. I've discussed the importance of return on investment (equity) in other

past articles, measuring your net worth change on an annual basis and measuring it to the goal you set. I tend to focus on that outcome and base investing, spending and capital purchases based on how it will affect our personal net worth and the banks net worth. As I said in the last article, keep it "macro" and you'll get there much faster (in my opinion) than if you are measuring everything all the time. Each financial decision and action you take needs to be measured to that goal..... That's why our new tag line, "Build. Grow. Thrive." reflects our own planning process and values.

Back to the bank's planning process, over 25-years ago, Bruning Bank had more capital (equity) on our balance sheet than many of our peers. The Board of Directors and senior management asked us to find ways to leverage our excess capital. We put to work the ultimate banking industry resource and found some great teammates, clients and communities to make

investments in, Hebron 1995, Broken Bow 2005, Holdrege 2009 and Kearney 2015. We are so grateful for the relationships that have been built by our great staff and we are committed to our clients and our employees to live out our mission statement, "Assist our Clients to Build and Maintain Wealth".

We have many things to thankful for at Bruning Bank and one blessing and celebration to note is the 10th anniversary of the Holdrege location. Congratulations and thank you to everyone there that has excelled and far surpassed the numbers we had projected to be at in 10-years. Dedication, hard work and great relationship skills combined with great leadership have propelled Holdrege to success!

You've noticed the slight name adjustment to Bruning Bank in our signage, website, letterhead and most of our external materials. This name change was also part of the bank's planning process to refresh our look. However, we are still owned and managed by the same families as before.

To also note, our Board of Directors has asked us to continue to build capital to keep the bank strong and secure as economic cycles ebb and flow. Our planning process is not able to project what challenges lie ahead, yet, we do watch what we are doing and we will continue to build capital and measure ourselves to our goals to be here for the long term. You should too!

- Jerry Catlett, President, COO

# Staying Ahead of Operating Systems

As a person of some height, whenever a light bulb burns out and all eyes in the room fall on you to change it, you think about them. It's not a constant thought but you are definitely annoyed by the fact that they burn out at all in the moment of changing them. Recently I stumbled on an article about something called the Centennial Bulb which is burning in a fire station in Livermore, California. The bulb has been burning continuously for all intents and purposes since it was first turned on in 1901. At the time that bulb was originally turned on, this bank was only 10-years old and the Model T was still seven years in the future. If you'd like to check it out yourself just Google it. There is a site with a webcam setup on the bulb. The time spent finding this site is worth it for its late 1990s graphics and the fact that the site's sole purpose seems to be to show a live feed of a light bulb burning...God bless the Internet.

Many people have pointed to this bulb as proof of the existence of planned obsolescence, the theory that products are being or have been in the past industrially designed to stop being useful after a certain amount of time so that the manufacturer can sell more or newer models. Which brings us to our pals at Microsoft who seem to come out with new operating systems for our computers quite often. As you know we have been pushing for better online security for our customers in this newsletter for 2019. We've talked about how to keep your computer safe as well as an eye on your debit card and accounts with our many online and mobile options. But today we are going to talk about a question we have been getting a lot of recently.

That question is about Windows 7 as it is sunseting at the beginning of next year, January 14, 2020 and what that means

for people that have that operating system on their computer. As a financial institution, we are required and it is our pleasure to keep your information secure and as such must patch all of our computers regularly. Because Windows 7 computers will no longer be receiving security patches after the date above, all of Bruning Bank's computers will be upgraded to Windows 10 by the end of the year. We understand computers are expensive, but our suggestion is that you consider doing this as well if you are using a Windows 7 operating system. Operating system security patches are the baseline for any good online security, along with an anti-virus/anti-malware program. And because we are your financial partner, please be aware that Microsoft's support for Windows 10 will end on October 14, 2025. Perhaps by then we'll be on to something else and you won't have to worry about your operating systems.

Just like light bulbs burn out, computers do eventually reach their end of life. There are still computers from the late 80s running at various locations around the country which is a fun thing to think about but you wouldn't want to do online banking on them. Please consider upgrading your equipment, just don't ask me which computer or laptop is best, I'll be busy in my kitchen changing a burned-out light bulb.

- Corey Swartzendruber, Chief Information Officer



COREY SWARTZENDRUBER

## Mark Your Calendar

### SEPTEMBER:

- **2** - Closed in observance of Labor Day
- **10-12** - Husker Harvest Days - *Grand Island, NE*  
Call your nearest location for your ticket! First come, first serve. Limit one per household.
- **12** - 10-Year Anniversary Open House & Business After Hours - *Holdrege, NE*

### OCTOBER:

- **14** - Closed in observance of Columbus Day
- **28- NOV. 1** - New Location Open House - *Kearney, NE*
- **29** - Business After Hours - *Kearney, NE*

### NOVEMBER:

- **3** - Daylight Savings Time ends
- **11** - Closed in observance of Veterans Day
- **28** - Closed in Observance of Thanksgiving

### DECEMBER:

- **9** - Dr. Kohl in Bruning  
Sponsored by Farmers & Ranchers College, along with donations from Bruning Bank, UNL Extension & area agribusinesses
- **10** - Dr. Kohl in Holdrege

Holiday hours and open house dates will be listed in the winter edition

# Home Loans Simplified

I know from my own experiences, that when you think of a having a mortgage, it can be scary. First, it is a big step, especially if you are looking to purchase your very first home. Then, there is that pile of paperwork you hear about. I am here to tell you though; it doesn't have to be scary or complicated with Bruning Bank. We offer a variety of home loan products no matter what stage of the process you may be in; from construction Loans, Home Equity Lines of Credit to conventional loans that could allow up to 95% loan to value, we can find a product that will work well for you.

When you are buying a home, refinancing or constructing your dream home, it should be a special time in your life and we are here to make the process as smooth as possible. Whether you are near one of our branches or far away, you are able to apply online and electronically sign loan disclosures that we send to you, no messy paperwork. Through our online system you are able to track the progress of your loan and reach out to your loan officer at any time. We always encourage you to call or stop by any location with questions, we would love to have the opportunity to work with you and make your dream a reality.

- Cecelia Catlett Mortgage Loan Processor/ Escrow Servicing Agent  
NMLS #1529848



CECELIA CATLETT

## Interested in something other than our various types of home loans?

In addition to home loans, we offer:

- Livestock Loans
- Operating Loans
- Business Loans
- Equipment Loans
- Commercial Real Estate Loans
- Auto Loans
- Farm Real Estate Loans
- Inventory and Equipment Loans
- Consumer Loans

To learn more about our various home loans and other loan types, give your nearest location a call!

# Does Rate Matter?



LUKE THORELL

Interest rates have been in the news a lot these days as the Fed recently cut the Fed Funds Rate a quarter of a percent and are talking about perhaps cutting them again before the end of the year. As a loan officer, I often get the question, "What is the rate?" This is often the first question current or potential borrowers ask and so many get hung up on this question alone.

While this is an important question, it should not be the sole factor when picking a lender or lending institution.

Most banks are very comparable when it comes to rate, with some being higher and some being lower, but not all are comparable when it comes to service. While Bruning Bank is competitive on rate we believe it is our service that sets us apart. As commodity prices continue to trend to the downside it is paramount that you and your lender work side by side to weather the storms and we all know we have had plenty of them lately. Yes, a lower rate can save you money, but if that is the only service you receive then you really are not getting a very good bang for your buck.

### When it comes to service here are a few questions I recommend asking along with the rate question:

- What is that lender's turnaround time on requests?
- Can they make decisions locally?
- How long has that lender been at their current institution?
- How long has that institution been around?
- Are they easy to get a hold of, especially in times of emergency?

Other factors to consider is the banks area of expertise. Are they primarily ag or commercial lenders or do they have someone who is an expert in those fields on staff? You also want a lender that will be honest with you and give you their genuine opinion of your operation or business. If they are being honest with you, you may not like what you hear, but you will know that they are looking out for your best interest and want you to be successful. This advice comes in the form of cash flow analysis, evaluating working capital and asset quality, assessing market trends, having contacts in various other fields of expertise and so on. As a business person, you should want a lender who is an evaluator not just a request taker.

Does rate matter? Yes, but it is only a small piece of the pie.

- Luke Thorell, Vice President & Loan Officer

# NEW! Premier Checking



KRISTEN SWARTZENDRUBER

It is a very exciting time for us at Bruning Bank! With the unveiling of our name change and brand update comes MORE exciting news of a new account product that we want to introduce.

We are so excited to introduce **Premier Checking** to our line-up of financial tools! What makes this account so great is that there are no fees and it is tiered to match our money market rates, so you are essentially getting a checking and money market account all in one!

## TO EARN INTEREST:

### Per Statement Cycle

- 20 Debit Card Transactions
- Log Into Mobile or Online Banking
- Electronic Debit or Credit (payroll, automatic bill payment, etc.)
- Sign Up for FREE eStatements

## INTEREST RATES:

Minimum Balance	Interest	APY*
\$0.00 - \$10,000.00	2.50%	2.50%
\$10,000.01 - \$100,000.00	0.35%	0.35%
\$100,000.01 - \$250,000.00	0.60%	0.60%
\$250,000.01 and Above	0.60%	0.60%

If the above requirements are not met, the entire balance in the bank account will get 0.05% interest and 0.05% APY.

Please call or stop in and talk to any of our customer service representatives with any questions you might have! We are ready for our customers to start enjoying the great benefits of this new account!

- Kristen Swartzendruber, Personal Banker

## WHY PREMIER?

- FREE account
- FREE debit card
- Can still "touch" your money
- Access funds via debit card
- Interest earned *no matter what*
- Better interest than a traditional savings account
- Interest is accrued monthly
- eStatements cut down on clutter
- Rewarded for actions normally taken each month
- Join the future of banking!

Fees may reduce yield on these accounts. Interest rates and APY may change. Rates effective as of August 22, 2019. \*Annual Percentage Yield. Minimum deposit required to open an account is \$50. Monthly qualification cycle means a period beginning one business day prior to the first day of the current statement cycle through one business day prior to the close of the current statement cycle. Interest compounded monthly.



KATHY ROBERTS



BRIAN HULSE



KRISTEN MONTEFORTE



LARY HOLTZEN

## Time for a Change

The Bruning State Bank Insurance Agency is NOW the Bruning Insurance Agency! You will be seeing this new name on your insurance policies and on any correspondence from our agency. Our logo will remain the same, it will just be sporting a slightly shorter name!

You will still receive the same great service and the same great insurance products as this is only a name change! We are still an independent agency with the ability to write insurance with many different companies.

Have you made any changes in your life that might require an update in your insurance coverage?

- Did your marital status change? Any entity changes?
- Is there a new little bundle of joy in your household?
- Is your child getting their learners permit, school permit or driver's license?
- Has your child grown up and headed to college or moved out of your home?
- Have you traded or purchased another vehicle, ATV, boat, motorcycle or camper?
- Did you make improvements or changes to your home or any other property?
- Do you have new farm equipment or purchased any new farm ground?

It seems like life happens pretty fast and we don't always think about updating insurance coverage to keep up with all the changes. Stop by our office or give us a call to review your insurance coverage!

- Kathy, Brian, Kristen & Lary  
Bruning Insurance Agency

## Crop Insurance Reminders

**Losses:** Give us a call if you anticipate a loss on any crops. Agents can only submit losses at the request of an insured. Be sure to contact us before cutting any corn for silage.

**Premiums:** Row crop premium was due September 1. Interest will accrue starting October 1.

**Sales closing:** Deadline to change, cancel, or sign-up for 2020 Wheat multi-peril crop insurance is September 30, 2019.

**Wheat final plant dates:** Nebraska – October 15 and Kansas – October 31

**Harvest notes:**

- Keep irrigated and non-irrigated bushels separated
- Keep production separate for each section of ground
- Prior approval is needed to co-mingle grain in the bin, don't combine 2019 grain in a bin with 2018 grain
- Keep load records to assist in calculating bushels in bins
- Report your yields so a loss notice can be submitted if needed

We hope everyone has a safe and productive harvest!

- Kathy, Jeff, Shari, Craig, Brian, Lary & Zach  
Crop Insurance Agents

Not FDIC Insured. Not a guarantee of the bank. Not a deposit of the Bank. Not insured by any federal government agency. May go down in value.

## IMPORTANT DATES: Health Insurance

November 1, 2019 - December 15, 2019

Open enrollment period to sign-up or change coverage for 2020!

Contact us to review your health insurance coverage.

## Prescription Drug Coverage

October 15, 2019 - December 7, 2019

Medicare Part D (Prescription Drug) open enrollment period for 2020.

**Prescription Drug plans need to be renewed!**

The plans change every year, including:

- Monthly premiums
- Deductibles
- Co-Pays
- How and what medicines are covered

Make sure you have the best plan for your needs. Contact us to review your Medicare Part D coverage

Bruning Insurance Agency  
Kathy Roberts & Brian Hulse  
Insurance Agents



402.353.2085 | [bruninginsurance@bruningbank.com](mailto:bruninginsurance@bruningbank.com) | [bruninginsurance.com](http://bruninginsurance.com)

CHANGES IN YOUR LIFE?  
KEEP YOUR INSURANCE UP-TO-DATE

HEALTH



CAR

HOUSE



BUSINESS

LIFE



LEGAL EXPENSES

Life happens. Insurance helps.

BRUNING INSURANCE AGENCY can help you with coverage on:

Auto  
Boats  
Bonds  
Campers

Commercial  
Crop Hail  
Farm  
Flood

Health  
Home/Renters  
Irrigation Pivots  
Life

Livestock  
Medicare Part D  
Medicare Supplements  
Motorcycle/ATV

Multi-Peril Crop  
PRF  
Umbrella  
Worker's Comp

Have an insurance need, question or concern? We can help with that.

Not FDIC Insured. Not a guarantee of the Bank. Not a deposit of the Bank. Not insured by any federal government agency. May go down in value.

# The Time is Now



JIM SCOTT

We are already into the third quarter of the calendar year and I would like to check and see if you worked on a few of my questions from the beginning of the year. I would like to remind you in case you haven't done the below, it is very important to work through these questions before harvest and renewal season.

### What do you have for life insurance coverage?

Even the wage earner needs to look at their coverages and ask themselves what would happen if they passed away. Would my spouse get enough insurance proceeds to pay for a funeral, payoff debt and help with lost income to help raise the family? Many of us see a life insurance statement once a year showing our coverages, but many don't know what levels of coverage they have. Many are under insured when you consider the debt load that one carries to operate a farm or ranch. The younger you are the cheaper life insurance is, so don't wait.

### Do you have insurance coverage on your farm and ranch and do you have liability insurance on your farm or ranch?

Consider what changes you have made in your operation during the year. Did I let the agent know that I bought that new tractor this spring or is my hay inventory covered, or is my

liability coverage enough to protect me? Who does it cover as far as employees? Does it cover me if I am hauling corn or cattle for my neighbor? There are so many cases and scenarios that need to be discussed with your agent at least annually so I ask you to meet with your insurance agent at least annually to review your insurance policies

### Do you have a will or estate plan?

I hear a lot of, "No, but I need to get that done this year." As we discussed earlier this year, It's important to consider a will or an estate plan not only for your children but also to protect your farm or ranch. Laws and tax rules are ever changing and a good estate plan could save your family from having to sell the family farm or ranch. A good estate plan or will is valuable to anyone whether you are a wage earner, farmer or rancher. Every year in our business, we hear of people that didn't have a will or an estate plan when they passed away. Uncle Sam says, "Thank You!" Do yourself and your family something special this year and go see your attorney/estate planner and accountant and preserve what you have built over a life time.

Just remember, you don't have to be a borrower to have these questions pertain to you. Everyone should be reviewing their plans and insurance on a regular basis. I will be asking these questions again, so if you didn't do it last time, please consider the time is now!

- Jim Scott, President - Broken Bow, Loan Officer  
NMLS#474133



## Farm Real Estate Market Trends

Final results are available in a publication titled 2018-2019 Nebraska Farm Real Estate Market Highlights. Annual surveys are taken in February each year from nearly 120 expert-panel members across the state and this is no different than the past three years showing a decline in Nebraska agricultural land values for the fourth consecutive year. The statewide average market value per acre during the past year dropped 4 percent to \$2,645 per acre which is a 20% decrease from 2014 highs. The survey and results are conducted by Jim Jansen, Agricultural Economist with Nebraska Extension and Jeff Stokes, Professor & Hansen-Clegg-Allen Chair of Agricultural Banking and Finance.

The publication not only tracks land values but also net rate of returns, crop and grazing cash rental rates, and factors influencing current agricultural land markets across 8 regions in Nebraska to track local trends. Please keep in mind the information gathered and summarized in the publication should for general informational purposes because productivity of cropland can vary significantly based on soil types and precipitation.

Copies of the annual Nebraska Farm Real Estate Market Highlights publication can be downloaded free at [agecon.unl.edu/realestate](http://agecon.unl.edu/realestate)

### Highlights

- Average land value changes by district varied from a 6 percent reduction in the South to -1 percent in the East.
- Higher declines were reported in the Northwest, North, & Southwest District of Nebraska for the lower grade land classes. Dryland cropland with irrigation potential, grassland non-tillable, and hay land were the low grade land classes recording the highest rate of decline for these districts.
- Survey participants identified crop prices and property tax levels as significantly contributing to the drop in land values.

	State/Acre	% Change
All Land Average	\$2,645	-3%
Center Pivot Irrigated Cropland	\$5,970	-3%
Gravity Irrigated Cropland	\$5,690	-2%
Dryland Cropland (Irrigated Potential)	\$4,010	-3%
Dryland Cropland (No Irrigation Potential)	\$3,040	-2%
Grazing (Tillable)	\$1,185	-5%
Grazing (Non-Tillable)	\$795	-5%
Hayland	\$1,615	-6%

a Cash rents on center pivot land assumes landowners own total irrigation system.

Due to the inherent limitations of this survey, the information in this report should not be used to set a specific rental rate or value a particular parcel of real property for sale or property taxes, security for a loan, and other related legal matters.

<https://agecon.unl.edu/realestate/2019-farm-real-estate-report>

Questions on farm management? Call Craig Pope at 402.768.7473.



Drive-Up Now Available 8:00 AM to 5:00 PM

<b>Bruning</b> 104 E. Main St. Bank & WM* - (402) 353-2555 Insurance - (402) 353-2085 *Wealth Management	<b>Hebron</b> 252 S. 13 <sup>th</sup> St. (402) 768-7473	<b>Broken Bow</b> 803 S. D St. (308) 872-2757	<b>Holdrege</b> 1215 Burlington St. (308) 995-3880	<b>Kearney</b> 1110 17 <sup>th</sup> Ave. (308) 455-3072
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DAVID FROOK  
FINANCIAL PLANNER

## Life Insurance Policy Review

Let's face it, many people invest in a life insurance policy and never look at it again. People sometimes have the misconception that after they buy the policy it's just on autopilot until either the term runs out or they die. The policy gets relegated to the personal archives to collect dust.

As important as life insurance is, I encourage you to periodically review your policy. It's as important to review your life insurance as it is many of your other finances – loans, retirement accounts, etc.

Reviewing your policy ensures that it is meeting your current needs. All too often, people's lives change while their life insurance coverage remains the same. We can work together to ensure that your coverage is meeting your goals.

### Some common reasons to review your policy would be if you have recently:

- Purchased a new home
- Got married / divorced / remarried
- Welcomed a new child (or more) to your family
- Had a change in employment status or benefits / been promoted
- Started your own business or sold one

- If you have business partners and don't have a Buy-Sell Agreement, or you haven't updated the Agreement
- Had a change in health or lifestyle that led to improved health
- Received an inheritance
- Retired
- Created a Will, Updated your Will, engaged in Estate Planning or updated your Estate plan.

### Other reasons for a policy review include:

- Looking for a life insurance policy that also provides Long Term Care or Chronic Illness coverage
- Looking for a potentially lower premium outlay for your coverage amount

- Looking for additional options for saving for retirement
- If you have not reviewed your policy in over 3 years (especially if it is a permanent policy such as Whole Life, Universal Life, Variable Universal Life).

Mortality and Actuarial tables change over time that impact the premiums of life insurance. Sometimes replacing an old policy can reduce your premiums.

Interest rate changes can have a large impact on Whole Life, Universal Life and other permanent policies. Old policies often were designed around much higher interest rates than we have had for the last nine years.

Consider the hypothetical examples below:

A 58-year-old man has a 15-year-old universal life policy with a large reputable insurance carrier. The purpose of the policy was to provide for his wife while he was still working, and provide an inheritance for his kids if his spouse no longer needed the death benefit. When the policy was reviewed it was determined that the interest rate assumptions made on the policy were over 8%. The crediting rate at the time of the review was only 4%. More and more of the dividend and cash value was being used for the cost of the insurance, and it was projected to lapse at age 78. The individual decides lapsing at age 78 is too risky. The thought of paying all those years only to have it lapse years before he dies was a potential problem. The remedy from the insurance carrier was to increase premiums about 50%. The individual worked with an insurance broker to find a solution; a 1035 exchange was done into a new policy that slightly increased the death benefit and kept the premiums where they were to age 120.

An individual owned a permanent cash value life insurance policy in a trust, an Irrevocable Life Insurance Trust (ILIT). The individual had the policy reviewed as part of a discussion of their goals and objectives. It was discovered that the policy had a large amount of cash value; about half the value of the death benefit. What the individual did not realize was that the cash value does not go

to the trust (and ultimately to the beneficiaries of the trust), but that the cash value is returned to the life insurance company. This was not the individual's intent, so after reviewing and obtaining quotes, a 1035 exchange was done, into a new Second-to-Die policy that nearly doubled the death benefit.

From time to time we talk with our asset management clients and find out that they have a life insurance need and didn't know we are licensed life insurance agents. One of the reasons I occasionally write about the need for comprehensive or holistic financial planning is that there are so many aspects of your financial life that affect each other and shouldn't be viewed in a silo – they should be viewed as interconnected and ideally working together. I'm a believer in the financial planning process as the best practice for making sure clients' financial goals are met. And life insurance plays an important role in your overall plan.

We have found simple beneficiary changes such as an ex-spouse that the client wanted removed from the policy. A case where a Variable Universal Life or Index Universal Life policy would have been a better fit for the client, but the agent that sold the policy didn't have the securities license required. And sometimes a client finds that they are paying premiums on autopilot for a policy that just don't need anymore.

There are so many examples. The important thing is to make time to do the review. It's not very difficult. We spend a little time talking about what the purpose of the insurance policy is, then we review the policy on our time in detail. If the policy is working the way it is supposed to – which really is often the case – then we reassure you. If there are changes that need to be made then we will make recommendations for you.

We should get together to review your coverage to make sure it still offers the protection you and your loved ones need. Your life is constantly in motion — together we can take the time to help ensure your life insurance coverage is keeping up.

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 Bank and Bruning Bank Wealth Management are unaffiliated with Securities America. May Lose Value, Not FDIC Insured, No Bank Guarantee Not a Deposit, Not Insured by Any Federal Government Agency.

## Planning for the Unthinkable

Our life can end in an unexpected moment, leaving us with no time to pass on vital information regarding our wishes and our finances to our family.

One step we can take, in the right direction, is to begin to compile a last things book. Several years ago, my husband and I were challenged to provide information to our older children in an easily accessed format. At the time, both of our designated power of attorneys/personal representatives lived in other states, but they knew that grabbing the three-ring binder labeled Last Things would be their first task in the event of our death or disability.

We began with a large three ring binder and a supply of clear vinyl page protectors. We started with copies of each of our wills, other legal documents and the extra key to our safety deposit box. Each of our sons had already signed the safety deposit signature card at the bank.

We included the face page copies of our life insurance policies. We made a list of phone numbers of key people, including our pastor, lawyer and financial advisor.

Nearby, and clearly labeled on the same shelf, we placed binders with statements of current accounts, including savings, checking and investment accounts.

We also recorded our general wishes, as to memorial service and burial.

This might also be a place to record a listing of personal items that should be shared with specific family members. A personal letter might also find a home in this book.

As you can imagine, this is a work in progress. It can be made as general or specific as you desire. The point is to provide a succinct place for family members to begin to conduct your last things.

Staff at your nearest Bruning Bank location can assist you with many aspects of your last things planning.



MARSHA CARLSON

- Marsha Carlson, Customer Service Representative



# BRUNING BANK

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## TIANN ALLEN

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TiAnn joins Bruning Bank in our Kearney office as Kearney president. She has over 33-years of experience in lending and banking, most recently as president and part owner of a small southeast Nebraska bank.

TiAnn grew up on a farm in the Sumner-Eddyville-Miller area, where she and her fiancé are building a home. She is engaged to Greg McFarland of Oconto and has two grown children, Roger and Mackenzie. TiAnn enjoys her yellow lab, Callie, outdoor activities, friends and family time. Stop by the new Kearney location and meet TiAnn.



## TRACY LANDIS

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Tracy has been in banking for over 20-years, always on the deposit side. She and her husband Brian have two boys, Spencer and Matthew.

She loves spending time with family and friends, planning spur of the moment trips to new places, looking for antiques, spending time in her ever-growing flower gardens and finding new project for Brian on Pinterest.

Be sure to stop by the new location in Kearney to welcome Tracy!



## ROBYN FORKNER

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Robyn joins Bruning Bank in Holdrege as a customer service representative. She has 16-years of banking experience as a personal banker.

Robyn and her husband Ed are both originally from Iowa. They have five children and live in the small community of Funk. She enjoys reading, hiking, gardening, music and being involved in her church. Stop by Holdrege to welcome Robyn!