



# Invested in You.

## Washington State Bank

Summer 2017



**Terry Engleken**  
Vice President

Terry has been in lending since 1984. He enjoys all areas of lending but most of all, he enjoys annual reviews with his commercial and agriculture customers.

In 2008, Terry and his wife, Becky moved to Washington with their son, Mark. Mark will be a senior at Washington High School this fall. Their oldest son, Ben, lives in Ames with his wife, Kelsie, and their son, Grayson.

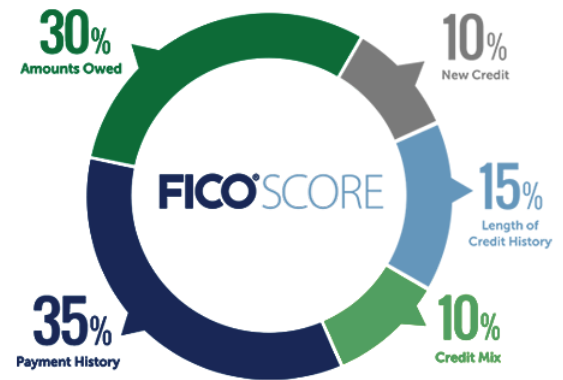
Outside of the bank you can find Terry busy gardening and closely following Iowa State basketball and football. Terry enjoys being active in the Washington Community. He is a part of the St. James Finance Council, Rotary Club, Washington Economic Development Group (WEDG), and supports local agriculture through various youth programs.

## Credit 101

Everyone knows that credit is important, but you may not realize the impact good credit can have on your finances now and in the future. **The difference between good and bad credit can be several thousand dollars.**

When you apply for any type of a loan from the bank, we look at your credit score. Below on the left are the four basic levels of credit scores. On the right is a graph that lays out the criteria used to formulate a credit score.

<b>Bad</b>	<b>300 - 629</b>
<b>Fair</b>	<b>630 - 689</b>
<b>Good</b>	<b>690 - 719</b>
<b>Excellent</b>	<b>720 or higher</b>



If your credit score is currently not where you would like to see it, don't lose hope. You can increase your score by following these five simple rules.

- 1. Always pay your bills on time.** Payment history is the largest contributor to your credit score (35%). The longer you pay your bills on time, the better your credit score will be. It can be helpful to set up payment reminders or automatic payments.
- 2. Don't max out your credit cards.** Try to use 60% or less of your credit card maximum.
- 3. Check your credit score annually.** Your credit score may be one of the first indicators that you are a victim of identity theft. Monitoring your credit report enables you to correct any information you feel is inaccurate.
- 4. Don't over-check your credit score.** The three nationwide consumer reporting companies provide you with one free credit report every year. To access your three free reports, visit [www.annualcreditreport.com](http://www.annualcreditreport.com).
- 5. Diversify your line of credit.** Your credit score typically benefits if you have diversity with credit including a car loan, credit card and a mortgage. While this is true, only apply for and open new credit accounts as needed.

*Invested in You - Washington, Fairfield, Columbus Junction*

# Men's 2017 Chamber Days Golf Tournament



Congratulations to WSB's Ryan Shields on winning "Longest Drive"

# Shred Day

July 22, 2017

We were able to shred over 8,000 pounds of paper. Thank you to everyone who participated and made this event a success!

All WSB branches will be closed Saturday, August 26, 2017

# Message from the President



Steve Bohn  
President and CEO

Washington State Bank is continuously looking for ways to support the local housing market. One way we do so is working with local and state incentive programs that can help home buyers purchase their first home like Federal Home Loan Bank of Des Moines' (FHLB) Home\$tart program. This program allows qualified recipients access to down payment assistance grants up to \$7,500.00 for low to moderate income families depending on household size and income.

We have originated several of these loans over the past few months and as of now, funding is still available. If you or someone you know is in the market for a home, I would encourage you to contact our knowledgeable lending team today and they would be more than happy to discuss the possibilities with you.

# cash mob



Celebrating the spirit of your hometown since 1932



**\$2,100+ SPENT AT LOCAL BUSINESSES SO FAR THIS SUMMER**



Washington - 121 S Marion Ave. Fairfield - 1706 W Burlington Ave.  
Columbus Junction - 134 Main St.

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