



The Gold Standard eNews

A newsletter published quarterly for customers of Sullivan Bank.

Pegge Martin Retires

Although she requested no parties or open houses, bank management gathered to quietly wish Pegge Martin a happy retirement.

The Cuba branch has grown dramatically under Pegge's leadership and we are proud to have had her as our leader at that location.

Pegge retires as a Senior Vice President, Branch Manager and well-respected member of the bank leadership team. More importantly, however, she will retire a friend of the bank, its customers and its staff.

Pegge and her husband, Kevin, love to go places and plan to travel more. We certainly thank her for many years of service and wish her the best in her retirement!



Getting to know Josh Groom, Michelle Nix Cassidy and Ashton Matchell



Upon Pegge Martin's retirement, **Josh Groom** was named Branch Manager. He has been with the bank eight years and has worked under Pegge's tutelage from the beginning. His duties will include overall leadership of the branch, including business development objectives. Sullivan Loan Officer, Matt Dace, will be mentoring him and helping him with these new duties.

Michelle Nix Cassidy is a long-time Cuba employee, as she has been with the bank for 15 years. She has been promoted to a Loan Officer, which is a natural extension of the Loan Coordinator job she has been doing for a long time now.



Recently named Branch Operations Officer is **Ashton Matchell**. Ashton has been with the bank for eight years. She started in bookkeeping before moving to the Loan Coordinator position in Cuba, where she has been for the last several years.

Congratulations to these officers on their recent promotions!

CERTIFICATE OF DEPOSIT

RATE SPECIALS

13 Month CD
3.50 %
APY*

25 Month CD
3.55 %
APY*

5 Year CD
3.75 %
APY*

SUPERIOR RATES with
SUPERIOR SERVICE!

Contact an Account Specialist

*Annual Percentage Yield of 3.50%, 3.55% and 3.75% APY is accurate as of September 21, 2022. \$1,000 minimum balance required to earn stated APYs. Penalty may be imposed for early withdrawal, which will reduce earnings on the account. Interest compounded and credited quarterly. Available at all locations.

Congratulations, **DALTON NILGES!**



This summer, **Sullivan Credit Analyst/Loan Officer, Dalton Nilges graduated from the Missouri Bankers Association Graduate School of Banking at Colorado.** Hosted each July at the University of Colorado in Boulder, this 25-month (covers three years) graduate school of banking delivers a relevant and challenging curriculum that deepens students' understanding of community banking. It is a rigorous course for which the students must do homework and studies during the year. **We are proud to say that Dalton's team (pictured above) won the Bank Management Simulation contest this year!**

Springfield Loan Officer, Adam Brown, also attended the training for his first year of banking school.

Congratulations, Dalton, on your graduation and your team's winning of the simulation contest and we wish Adam best of luck as he begins the program!

Growth Celebrated

During the last quarter, several of our locations have topped milestone deposit dollars and for that we are most grateful to you – our bank customers – who have fueled that growth. Sullivan Bank has always been known for having a nimble approach to lending, partnering with each customer to tailor our loans to the needs of your family or business. Having recently topped the **\$900 million in assets** mark, we are celebrating, but we are not resting. We will continue to work hard to continue to earn your loan business and to be your go-to bank for all your deposit needs. **Thank you for your business and friendship!**

Brain Teaser of the month

In the following string of letters, a logical sentence may be obtained by removing all unnecessary letters:

AALLLOUGNINCEACELSSSEANRYTELNETCTEERS.



Answer to BrainTeaser: Remove ALL UNNECESSARY LETTERS and A LOGICAL SENTENCE will remain!

Can You Spot a Phishing Scam?

Every day, thousands of people fall victim to fraudulent emails, texts and calls from scammers pretending to be their bank. And in this time of expanded use of online and mobile banking, the problem is only growing worse. In fact, the Federal Trade Commission's report on fraud estimates that American consumers lost a staggering \$5.8 billion to phishing scams and other fraud in 2021—an increase of more than 70 percent over 2020.

It's time to put scammers in their place.

Online scams aren't so scary when you know what to look for. And at Sullivan Bank, we're committed to helping you spot them as an extra layer of protection for your account. We've joined with the American Bankers Association and banks across the country in a nationwide effort to fight phishing—one scam at a time.

Online scams aren't so scary when you know what to look for.

We want every bank customer to become a pro at spotting a phishing scam—and stop bank impostors in their tracks. It starts with these four words: **Banks Never Ask That**. Because when you know something sounds suspicious, you'll be less likely to be fooled.

These four phishing scams are full of red flags:

- **Text Message:** If you receive a text message from someone claiming to be your bank asking you to sign in, or offer up your personal information, it's a scam. Banks Never Ask That.
- **Email:** Watch out for emails that ask you to click a suspicious link or provide personal information. The sender may claim to be someone from your bank, but it's a scam. Banks Never Ask That.
- **Phone Call:** Would your bank ever call you to verify your account number? No! Banks Never Ask That. If you're ever in doubt that the caller is legitimate, just hang up and call the bank directly at a number you trust.
- **Payment Apps:** Beware of text messages from someone claiming to be your bank saying your account has been hacked. The scammer may ask you to send money to a new account they've created for you, but that's a scam! Banks Never Ask That.

You've probably seen some of these scams before. But that doesn't stop a scammer from trying. For tips, videos and an interactive game to help you keep phishing criminals at bay, visit www.BanksNeverAskThat.com. And be sure to share the webpage with your friends and family.

Milestone Anniversaries

Last Three Months

Five Years	Diana Pacheco, SB Shaela White, U	Lindsey Harmon, SI44 Claudia Espera, U
Ten Years	Mandy Hongisto, SI44	
Twenty Years	Carrie Garner, SDT	
Twenty-Five Years	Mike Hoffman, SI44	
Thirty Years	Kathy Garner, SI44 Lois Woodcock, SDT	Lisa Volkmann, SI44

Holidays This Quarter

During this quarter, the bank celebrates a holiday schedule. If you need to contact us, plan around these holidays, when we will be closed. Our lobbies may be closed, but you can access your accounts online and via mobile banking 24/7!

Columbus Day – Monday, October 10

Veteran's Day – Friday, November 11

Thanksgiving Day – Thursday, November 24

(all branches will close at 3pm the day following – on Friday, November 25)

Christmas Eve – Saturday, December 24

Christmas Holiday – Monday, December 26

Thank you to all of you who are veterans for your service to our great country!

The ANT and the GRASSHOPPER

With all the talk of market fluctuations, time is still on your side if you save like the ant. Like in the famous old story, the retirement saver who starts early and diligently saves a little each month over many years will usually win the race. As an example, let's use Katy Perry and Taylor Swift. If Katy Perry saves \$1,000 a month for 15 years, she will make a total contribution of \$180,000. If we assume a 6% rate of return, she will have \$288,308 on which to retire. If Taylor Swift, however, starts early and saves only \$400 per month for 30 years, she will make a total contribution of only \$144,000, but will have \$391,703 at retirement! The lesson to be learned is to start as soon as you can and put away as much as you can to assure your financial security during retirement. At Sullivan Bank, we have savings and IRA accounts to meet your needs!

General Information

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(417) 267-2265

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