



# HIGHLIGHTS



October 25, 2007

## NOONAN'S NOTES

**ABA & ACB Members Vote To Merge** ... in separate actions earlier this month, the members of both the ABA and ACB voted in favor of the proposed merger of the two organizations ... with the voting now complete, the merger is expected to take effect on December 1, 2007 ... in a press release, ACB Chairman Mark E. Macomber, also President & CEO of Litchfield Bancorp, said " We are very pleased by the support of both boards and both memberships – and we will now get on with the business of making the new ABA America's Banking Advocate."

**State Capitol** ... main activities at the Capitol is the wrangling between the Governor and Senate/House leadership over the bond package and the Senator DeLuca hearings ... on the latter, expulsion from the Senate or House is obviously quite rare ... censure seems more likely as a compromise ... however, from the articles in the newspapers, there seems to be scant, if any, evidence of misuse of office ... we will know soon enough ... the CBA and the Department of Banking just hosted the first of three roundtable meetings for CEOs of state chartered institutions ... it was well attended and similar to last year's series of meetings, providing a great opportunity for candid dialogue.

**D. C.** ... the Congressional shoe seems to be dropping as more legislation is filed as a result of the subprime mortgage situation ... early in the month the House overwhelmingly passed H.R. 3648, which removes statutory language that counts forgiveness of debt for distressed mortgage borrowers as income tax ... earlier this week, H.R. 3915, The Mortgage Reform and Anti-Predatory Lending Act of 2007 was introduced in the House ... the proposal has 16 co-sponsors, with Committee Chairman Barney Frank being the most notable ... this is an expansive piece of legislation that bears careful monitoring.

**2008 State Legislative Initiatives** ... we are requesting your suggestions for legislative initiatives ... we have begun the planning process for next year's Connecticut General Assembly ... please forward your legislative suggestions for consideration by the CBA's Legislative Committee to Tom Mongellow or me ... all requests should be submitted by December 1<sup>st</sup> in time for our mid-December joint Executive-Legislative Committee meeting.

## MEMBERSHIP MEETINGS

**Growing Core Deposits Seminar – December 4th** ... this new program is designed to help banks attract, grow and retain profitable customer relationships ... attendees will learn approaches to reduce deposit drain, target deposit-rich markets, sell deposit product packages, use incentives to retain and grow deposit and more ... the program will be held at the Crowne Plaza Hotel, Cromwell from 8:30 a.m. – 3:30 p.m. on December 4<sup>th</sup> ... registration information will be distributed next week.

**CBA Sponsored Webinars** ... the following programs have previously been or will soon be announced to membership:

11/01/2007	<b>Fair Credit Reporting Act - FAQ's</b>	2:30 p.m. – 4:30 p.m.
11/02/2007	<b>Mortgage Lending 2007 - Part I</b>	2:30 p.m. – 4:30 p.m.
11/06/2007	<b>Managing A Successful Branch - Part I</b>	2:30 p.m. – 4:30 p.m.
11/08/2007	<b>Complying With RESPA's Section 8 Rules</b>	2:30 p.m. – 4:30 p.m.
11/09/2007	<b>Mortgage Lending 2007 - Part II</b>	2:30 p.m. – 4:30 p.m.
11/13/2007	<b>Truth In Lending - Home Equity Lines of Credit</b>	2:30 p.m. – 4:30 p.m.
11/15/2007	<b>Managing A Successful Branch - Part II</b>	2:30 p.m. – 4:30 p.m.
11/16/2007	<b>Commercial Loan Documentation 2007 - Part I</b>	2:30 p.m. – 4:30 p.m.
11/19/2007	<b>Commercial Loan Documentation 2007 - Part II</b>	2:30 p.m. – 4:30 p.m.
11/28/2007	<b>Conducting Background Investigations</b>	2:30 p.m. – 4:30 p.m.

There are two ways to register ... register on-line at [www.bankersed.com/ctbankers/telephone.asp](http://www.bankersed.com/ctbankers/telephone.asp) or simply fax (888.705.3322) the registration form to Bankers Ed ... they in turn forward a program PIN, seminar materials and instructions prior to the broadcast ... please register at least three days prior to each scheduled program ... if you would like a copy of a particular web seminar's registration brochure, please call Kathy Parks at the Association (860.677.5060).

**10th Annual CFT Professional Development Conference** is open to all bankers and will be held November 9-10 at the Newport Harbor Hotel in Newport, RI ... workshop topics include: At Your Service, Fostering a Diverse and Inclusive Workplace and Emotional Intelligence Matters ... popular event kicks-off with a networking reception and dinner on Friday ... for more information, please call Scott Briggs at 860.886.6153 x3 or visit the CFT website at [www.cftatlantic.org](http://www.cftatlantic.org) (click on Specialty Schools and Conferences).

**BankWorld 2008** ... the Connecticut Bankers Association is pleased to announce that **BankWorld 2008** will be held on Tuesday, April 29, 2008 at the Crowne Plaza, Cromwell, CT ... as in the past, we anticipate over 1,000 attendees will browse the booths – meet suppliers and peers - experience the latest technology – and learn new ideas at the seminars ... please see General Bulletin [2007-112](#) for sponsor information.

**2008 Annual Meeting** is confirmed to be held November 5-9, 2008 at The Breakers, Palm Beach, Florida ... visit their website at [www.thebreakers.com](http://www.thebreakers.com).

**Advance Planning For 2007-2008 CBA Seminars & Events** ... program notices for CBA seminars/events listed below will be e-mailed or mailed to the CBA membership four to six weeks prior to each event, with the exception of the Annual Meeting:

April 9, 2008	<b>CSFM '08 Graduation</b>	Trumbull Marriott, Trumbull
April 29, 2008	<b>BankWorld 2008</b>	Crowne Plaza, Cromwell
May 20, 2008	<b>Directors &amp; Senior Officers Symposium</b>	Aqua Turf Club, Plantsville
August 25, 2008	<b>CBA Golf Tournament</b>	The Country Club, Farmington

Please see the attached 2007 events calendar for more meeting dates sponsored by both the CBA & CFT Atlantic States.

**CBA Winter Weather Policy For 2007/2008 Seminars** ... as the seminar season runs into winter - snow, sleet and the gloom of night often get in the way of the best made plans ... attendees have several options to check on the meeting's status if inclement weather is forecasted for the day of the seminar ... first check the CBA website [www.ctbank.com](http://www.ctbank.com) ... on the home page, click the **seminar status button** for the latest information ... in addition, registrants may call the CBA (860.677.5060) after 6:30 a.m. to check the meeting's status ... when calling the CBA, please listen carefully for dialing instructions ... CBA staff is respectful of your safe travel concerns to and from CBA sponsored events, as such, we will err on the side of caution when deciding a meeting's fate.

### IMPORTANT ITEMS

**Connecticut Banking** magazine's 4<sup>th</sup> Quarter 2007 edition is in the mail to you ... our cover story, **Convergence, Payments & Security: Bank Technology Trends** introduces readers to the futuristic views of Lee Wetherington, a keynote speaker at the CBA's upcoming annual meeting ... the issue also features several other articles including **The Current Crisis in Subprime Lending** by Charlotte Bahin; **Good Ideas: Unintended Results** by Mary Beth Nelsen; **Q&A with Mark Yanarella**, President & CEO of Naugatuck Savings Bank; **Customers Want Better Education** by Jack Vonder Heide; **Managing the Balance Sheet** by Jim Clarke and; an article introducing the **New Ombudsman for the FDIC's New York Region** .... don't miss the magazine's regular features – **Promotable People & Projects** and **Caught on Camera** ... as always, we would appreciate your feedback on the CBA's quarterly magazine, **Connecticut Banking**.

**2008 Holidays Observed By The State** ... the State of Connecticut has designated the following holidays for 2008:

New Year's Day 2008	Tuesday, January 1	Independence Day	Friday, July 4
Martin Luther King Day	Monday, January 21	Labor Day	Monday, September 1
Lincoln's Birthday	Tuesday, February 12	Columbus Day	Monday, October 13
Washington's Birthday	Monday, February 18	Veterans' Day	Monday, November 11
Good Friday	Friday, March 21	Thanksgiving Day	Thursday, November 27
Memorial Day	Monday, May 26	Christmas Day	Thursday, December 25
		New Year's Day 2009	Thursday, January 1

**CBA General Bulletins Now Available On Our Website** ... most CBA General Bulletins can now be accessed from our website at [www.ctbank.com/pub\\_bulletins.php](http://www.ctbank.com/pub_bulletins.php)... if you can't find a bulletin that has been emailed to you, just go to our website and download the information.

## **BITS & BYTES**

**Fraudulent Web-based Services** have been introduced recently that will provide a loan applicant with bogus pay stubs along with telephone verification of employment ... an example of such a service can be found at [www.verifyemployment.net](http://www.verifyemployment.net) ... bankers need to be aware of services such as these in an effort to thwart potential loan frauds and subsequent losses.

**DRS Laptop Theft** ... member banks earlier this month began receiving letters from the Department of Revenue Services asking for the bank's assistance in monitoring the accounts of individual's names contained in data on the laptop ... we have advised DRS that, despite their good intentions in asking the industry to monitor consumer accounts for fraudulent activity, there is little a bank can do until a customer approaches them for help.

Visit us online at [www.ctbank.com](http://www.ctbank.com)

**Connecticut Bankers Association  
CFT Atlantic States**

**2007 Seminars & Events Calendar**

**OCTOBER 2007**

29	Understanding Debit & Credit Card Fraud	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
30	Human Resources Hotspots - Part II	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
30	Fostering A Diverse Workplace	Hawthorne Inn, Berlin	9:00 a.m. - 12:00 p.m.	CFT
30	Effective Teller Supervisor	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
31	Underwriting Appraisals	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT

**NOVEMBER 2007**

1-4	<b>CBA Annual Meeting</b>	Loews Lake Las Vegas Resort		CBA
1	Fair Credit Reporting Act- FAQ's	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
2	Mortgage Lending 2007 - Part I	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
6	Managing A Successful Branch - Part I	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
6	Deposit Account Relationship	Hawthorne Inn, Berlin	9:00 a.m. - 4:00 p.m.	CFT
6	<b>CSFM Session</b>	Crowne Plaza, Cromwell	8:30 p.m. - 4:00 p.m.	CBA
7	Mortgage Lending Fundamentals	Crowne Plaza, Enfield	9:00 a.m. - 4:00 p.m.	CFT
7	Productive Collection Calls	Clarion Hotel, W. Springfield, MA	9:00 a.m. - Noon	CFT
7	Effective Collection Letters	Clarion Hotel, W. Springfield, MA	1:00 p.m. - 4:00 p.m.	CFT
8	Complying With RESPA's Section 8 Rules	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
9	Mortgage Lending 2007 - Part II	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
9-10	Professional Development Conference	Newport, RI		CFT
13	Truth In Lending – Home Equity Lines of Credit	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
14	Real Estate Loan Documentation	Hawthorne Inn, Berlin	9:00 a.m. - 4:00 p.m.	CFT
14	Deposit Account Relationship	Clarion Hotel, W. Springfield, MA	9:00 a.m. - 4:00 p.m.	CFT
15	Managing A Successful Branch - Part II	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
16	Commercial Loan Documentation 2007 - Part I	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
19	Commercial Loan Documentation 2007 - Part II	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
27	Consumer Lending Compliance	Host Hotel, Sturbridge, MA	9:00 a.m. - noon	CFT
27	Residential Mortgage Lending Compliance	Host Hotel, Sturbridge, MA	1:00 p.m. - 4:00 p.m.	CFT
28	Conducting Background Investigations	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA

**DECEMBER 2007**

3	Introduction To Commercial Lending 2007 - Part I	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
4	The Foreclosure Process	Publick House, Sturbridge, MA	9:00 a.m. - noon	CFT
4	<b>Growing Core Deposits</b>	Crowne Plaza, Cromwell	8:30 a.m. - 3:30 p.m.	CBA
10	Introduction To Commercial Lending 2007 - Part II	Web Seminar	2:30 p.m. - 4:30 p.m.	CBA
12	<b>CSFM Session</b>	Crowne Plaza, Cromwell	8:30 a.m. - 4:00 p.m.	CBA
12	Managing a Multi-Generational Staff	Hawthorne Inn, Berlin	9:00 a.m. - 4:00 p.m.	CFT

**Visit the CBA online at [www.ctbank.com](http://www.ctbank.com)**