ESTATE TAX EXEMPTION AMOUNTS:*

2009	$3,500,000
2010	N/A**
2011	$5,000,000
2012	$5,000,000 (indexed for inflation)
2013	$1,000,000 (expect changes)

* The amount that can be transferred at death without incurring federal estate taxes. US citizen spouses are allowed an unlimited marital deduction.

** Repealed per the 2001 Tax Reform Act; options available per the 2010 Tax Relief Act.

GIFT TAX EXCLUSION:
$13,000/year per donee for 2011

Effective 1/1/2011 per the Tax Relief, Unemployment Insurance Reauthorization and Job Creation Act of 2010 (the" 2010 Tax Relief Act")

WHAT ARE YOU WORTH?

Assets *(plus):* $_____
(real estate, bank, investment or retirement accounts, life insurance, annuities, vehicles, personal property, receivables)

Liabilities *(minus):* -_____
(mortgages, loans, debts, notes payable)

= Net worth: $_____

HELPFUL WEB SITES:

PSB	www.piscataqua.com
IRS	www.irs.gov
Social Security	www.ssa.gov
AARP	www.aarp.org
NH	www.state.nh.us

NOTE: While great care is exercised, investment assets are not guaranteed or FDIC insured and may experience a loss of principal.

PISCATAQUA SAVINGS BANK

Contact our
TRUST & INVESTMENT DEPARTMENT

Richard G. Kaiser
VP & Senior Trust Officer
rkaiser@piscataqua.com

Michael S. Zalansky
CFA, VP & Investment Officer
mzalansky@piscataqua.com

Kathleen N. Donovan
CTFA, VP & Trust Officer
kdonovan@piscataqua.com

Call 603-430-2955

15 Pleasant Street (2nd Floor)
Portsmouth, NH 03801
Hours: 8 to 5 weekdays or by appt.
www.piscataqua.com

PISCATAQUA SAVINGS BANK
Portsmouth's Local Bank
Since 1877

TRUST & INVESTMENT DEPARTMENT

Providing personalized services to meet your needs - ask how we may be of service to you.

Piscataqua River, Portsmouth, NH

15 Pleasant Street (2nd Floor)
Portsmouth, NH 03801
Tel. 603-430-2955 / 800-286-5254
www.piscataqua.com

PISCATAQUA SAVINGS BANK – TRUST & INVESTMENT DEPARTMENT

About Our Department:

Piscataqua Savings Bank, a local mutual savings bank founded in 1877 with a focus on customer service and hometown values, expanded its services in 1995 with the addition of its Trust & Investment Dept. comprised of experienced officers and staff, many of whom are still part of the Department today. Our focus both then and now is on providing highly personalized service, risk-controlled investment strategies and coordination with other professionals in a friendly, accessible manner. In today's ever-changing marketplace of acquisitions and mergers, this is an increasingly rare trait and we are committed to providing the high level of service our clients deserve.

Our Team:

RICHARD G. KAISER, VP & Senior Trust Officer, head of the department and one of the founding officers in 1995 with 35+ years of experience in trust administration, operations, taxation and investments, handles trust administration functions as well as management and oversight of the department.

MICHAEL S. ZALANSKY, Chartered Financial Analyst (CFA), VP & Trust Investment Officer since 2002, handles all aspects of investment and portfolio management, research, compliance and reporting with 25+ years of experience in the investment management business.

KATHLEEN N. DONOVAN, Certified Trust & Financial Advisor (CTFA), VP & Trust Officer providing personalized service in all aspects of trust administration, estate settlement and probate matters since 2002, with over 20 years of paralegal experience.

ADMINISTRATION & OPERATIONS:
Our long-term experienced staff (many with us from the department's creation) performs all of the behind-the-scenes functions to keep us running smoothly while adding personal touches.

Overview of Services:

With over 90 years of combined experience, our Officers are pleased to offer the following to complement your estate planning, investment, retirement and continuity needs, including:

- **FULL INVESTMENT SERVICES** - for individuals, trusts and retirement accounts with careful consideration for the appropriate objectives for you including distribution and tax planning strategies.
- **TRUST ADMINISTRATION, WILLS AND PROBATES, ASSET MANAGEMENT** – we can serve as trustee or as agent for a trustee to provide all of the tools needed for compliance and reporting.
- **PROFESSIONAL FIDUCIARY** - experienced, bonded, ethical and regulated for your security and peace of mind in handling family matters through successive generations.
- **COMPETITIVE FEE STRUCTURE** – based on the market value of the account and the type of services needed.
- We work closely with your attorneys, accountants, other key advisors and family members, and can provide any level of service required at a particular stage or step into other roles as needed. Trustee, agency or custodial relationships are welcome.
- If you have assets in excess of $500,000 to invest and want personalized service, let us discuss the options available to you.

Providing personal service is a priority and we are available to meet your needs. Call for a free initial consultation today.

Can we be of service to you?

It used to be that only the wealthy became familiar with the services of a professional trustee or investment advisor, but that is no longer the case. Here are some examples of clients we serve – this could be you or someone you know:

- *You or a loved one is experiencing failing health or diminishing ability to handle financial matters. Help is needed, but it is important that these services are provided in a trustworthy and bonded environment for peace of mind and continuity in connection with long-term planning.*
- *Your estate plan benefits your loved ones and you want an appropriate level of oversight and expertise to preserve, protect and administer your assets in the manner you direct and in compliance with laws and regulations – possibly over multiple generations with complicated family dynamics. There are potential pitfalls for the inexperienced fiduciary which could result in unnecessary taxes or costs, loss of investments or misdirected funds. We can serve as sole Trustee or along with a trusted family member or advisor.*
- *You have a nest egg but need guidance in handling the funds for long-range planning. Asset protection may be a factor, someone may have special needs, you may be charitably inclined, or you might just want help managing a budget and investments.*
- *A non-profit organization has capital funds and wants help growing an endowment.*
- *Retirement or investment funds have grown and you need help consolidating and investing your assets to be sure they keep pace with your age, income needs, time horizon and other factors, while complying with required distributions and tax laws.*
- *We customize our services to your needs…call us to see if we can be of service to you.*

15 Pleasant Street (2nd Floor), Portsmouth, NH 03801, Tel. 603-430-2955 or 800-286-5254, Web: www.piscataqua.com