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## News for Rewards Savings Accounts Owners

### Your Rate Just Grew Up!

We just increased the savings rate on South Shore Bank's Rewards Savings Account effective November 1, 2018 to 1.75% APY\* when you meet the requirements on your Rewards Checking Account\*.

Your Rewards Savings was paying you 1.35% APY\*. That was awesome! And one of the highest rates around...but now you will earn the new Higher Rate of 1.75%\*!!! Just think how much more you will be earning with your Rewards Savings account!!!

Don't have a Rewards Savings account? First you will need a Rewards Checking account. Having one will earn rewards such as premium interest rates, ATM fee refunds\* by meeting the requirements each month. It's easy! Stop in to your favorite branch or Apply Online.

\*Must already have or open a Rewards Checking Account. 1.75% Annual Percentage Yield (APY) as of 11/1/18 is paid on balances provided all account requirements of your corresponding Rewards Checking Account are met for the prior month. Please refer to your Rewards Checking Account disclosure for monthly requirements. If requirements are not met, you will earn our Statement Savings Rate, which is 0.05% APY as of 5/15/18, on balances above and including \$10. \*\*\*\$10 minimum deposit to open. There is a maximum of 6 transfers allowed from a savings account per month. Rates may change at any time without prior notice. Offer may be withdrawn at any time. One account per tax reporting owner. Fees may apply and could reduce earnings.



## phish·ing

[fiSHiNG] NOUN

**PHISHING** is the fraudulent practice of sending emails purporting to be from reputable companies in order to induce individuals to reveal personal information, such as passwords and credit card numbers.

**How can you spot a phishing email:**

- Is the email written with poor spelling and in bad grammar?
- Is the wording in the email odd or unusual?
- Is the “from” email address strange or something you don’t recognize?
- Does the email state that you will receive money?
- Does the email have an unfamiliar attachment?
- Does the email ask you to click on a link?
- If you “mouse over” a link does it display an odd web address?
- Is the email requesting money?

**If you answered yes to any of these questions beware! Don’t Take the Bait! Think before you click!**

**South Shore Bank will never request your personal or account information via e-mail or phone.**

If you believe you are a victim of fraud, please contact the bank immediately at (781) 682-3715. Don't get hooked by scammers out 'phishing'!

The Federal Trade Commission encourages you to send the actual spam to [uce@ftc.gov](mailto:uce@ftc.gov). You can submit a complaint at the **FTC website**, and then visit the South Shore Bank website’s **Security Center** and learn how to minimize your risk of damage from identity theft. You will also find links to the **FTC website** and other helpful information such as our **ID Repair Kit**.



**Don't get Phished!**





## Our Clients are Talking

### NorthStar Insurance Services

According to Ed Pierce of NorthStar Insurance Services, in the insurance brokerage industry, the company's biggest asset does not show up on its balance sheet. So, when it comes to banking, it has been essential to find a financial institution that understands his industry. Ed is confident that he has that understanding in South Shore Bank and in his Commercial Banker, Kevin Joyce. "Kevin knows what my business is worth in a fire sale. He knows my business and I value that."

Ed has known and trusted Kevin since the inception of NorthStar in 1995, well before Kevin's start with South Shore Bank in 2017. Asked if he was anxious about transferring his loans and business services to Kevin's new employer, South Shore Bank, Ed says, "I was terrified." Those fears were eased though, as Mr. Pierce was introduced to others from South Shore Bank including CEO, Jim Dunphy, and longtime commercial lending expert Paul Mollica. "I saw that Jim and Paul were interested in my business and its unique needs and that I wasn't going to be alone." Learning that a few of the Bank's Board members are insurance company owners, further solidified Mr. Pierce's confidence in South Shore Bank.

Ed grew up in Wellesley the son of an insurance professional. Following in his father's footsteps, Ed entered the insurance industry, first selling life insurance for 6 years, then working at an insurance brokerage and eventually opening NorthStar in 1995 which is now headquartered in Needham. Ed's son, a CPA, has also joined NorthStar's leadership team working to "maintain quality while continuing to grow the company." NorthStar Insurance Services is one of New England's largest independent insurance agencies providing business insurance and risk management along with personal insurance.

For Ed, part of the success of his business, now and for the future, means choosing a bank with the track record of success. A self-described conservative businessman, Ed says, "I can't afford to have my banking relationship go sideways. I need a banker I can trust, and I need a bank that supports my industry. I feel that South Shore Bank is that bank."

In addition to its commercial loan and business line of credit with the Bank, NorthStar also fully utilizes South Shore Bank's Cash Management Services. Asked how a business located in Needham conducts business with a bank headquartered in the South Shore town of Weymouth, Ed says the geographic distance is not an issue. "With Business Online banking and South Shore Bank's willingness to come to me, the relationship works."

From Mr. Pierce's perspective, "South Shore Bank has all the assets of a big bank while still maintaining the personal feel. That, combined with Kevin Joyce's expertise in supporting the insurance industry, makes banking with South Shore Bank an easy choice."



**NorthStar Insurance Services**

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**South Shore Bank • 781-682-3715 • <https://www.southshorebank.com/>**

