

First & Foremost

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Ready For The Largest Retirement Wave, Ever?

It's official, baby boomers are beginning to retire and apply for Social Security. This poses many financial questions for our society and all of those boomers. It is more crucial than ever to make the right decisions with your money.

This group, born between 1946 and 1964, is expected to impact both the Social Security system and the health care system in ways we've never experienced before. This makes financial preparation key for this group as it transitions into retirement.

Baby boomers also have another unique circumstance impacting their finances and their time. Boomers are often caught between caring for parents that are living longer and their own children's needs. Being sandwiched between generations creates more pressure to make the right financial moves.

Several simple measures can make enjoying retirement a reality for baby boomers.



Baby Boomers Start Retirement

Invest as much as you can afford into your retirement so investments can compound. Open an IRA account and utilize your employers 401(k) plan. Save early for educational expenses so you do not have to cut into your retirement funding.

Don't overlook the value of setting goals, controlling debt, and being organized. We can help you get your plan in place and make this process seamless. Call us today at 217-228-8060.



Change can be good!

Changing Employers?

In today's world, many of us will work many places in our lifetime. If you are changing employers, you may need to do something with the balance in your former employer's retirement plan. A great choice is to establish an Individual Retirement Account (IRA). Establishing an IRA allows for tax advantages that continue to help you grow your balance while you transition into your new position.

First Bankers Trust Services offers a Self Directed IRA Program. You get to choose the IRA investment that best suits your retirement goals. Offerings include stocks, bonds, mutual funds, and certificates of deposit.

For more information on opening an IRA, contact Diane McHatton at 217-228-8027.

Now Is The Time To Prepare



Education expenses are rising along with everything else in today's economy. Preparation is key, and a Coverdell Education Savings Account may be the answer.

A CESA is a nondeductible account that features tax-free withdrawals for a child's education expenses. A \$2,000 aggregate contribution into one or more CESAs on behalf of a child can be made yearly by anyone, even corporations and tax-exempt organizations.

Qualified expenses for higher education include tuition,

fees, books, supplies, and equipment required for enrollment or attendance at an eligible institution. Even elementary and secondary school costs may be qualified expenses if they are for tuition, fees, books, supplies, uniforms, transportation, computer technology, equipment, or room and board at eligible institutions.

Balances must be withdrawn within thirty days after the 30th birthday of the beneficiary unless the account is set-up for a special needs individual. Neither the contributor nor the child are taxed on distributions provided the assets are used for qualified education expenses.

Unsure If You Need A Trust

Many people are unaware that they actually should be utilizing a trust. They may feel that only the extremely wealthy require a trust at retirement. They may also believe that heirs are the only ones who reap any actual benefits from trusts.

Actually, trusts are established for numerous reasons for a wide variety of people and circumstances. A great time to start estate planning is during the ages of 30-45 since it is a time when your earnings may be beginning to peak and protecting your family is also a top priority.

Trusts do often direct who benefits from inheritance, life in-

surance policies, and retirement accounts. However, having a trust can actually provide a benefit to you and your family in the unfortunate event that you become incapacitated by an illness or even an accident. Your care and that of your family could be provided for through a plan you were able to construct earlier in life.

If you are a business owner, you could also benefit from a trust. Your wishes for succession of your business could be carried out seamlessly as established should the worst occur. Simply having a plan is key and setting up the framework is invaluable.

New Faces At FBTS

First Bankers Trust Services recently added additional staff members. Join us in welcoming John Shelton, Ashley Melton, Julia Poulter, and Stephanie Derr.

John Shelton has joined the company as Information Systems Administrator. John had previously been employed by First Bankers Trust Company in their IT Department and had worked on a multitude of network, systems, and IT projects.

Ashley Melton, Trust Officer, also rejoined First Bankers

Trust Services in February. Ashley will be based out of our Quincy office, and she will focus on retirement plan consulting, marketing and account compliance and review.

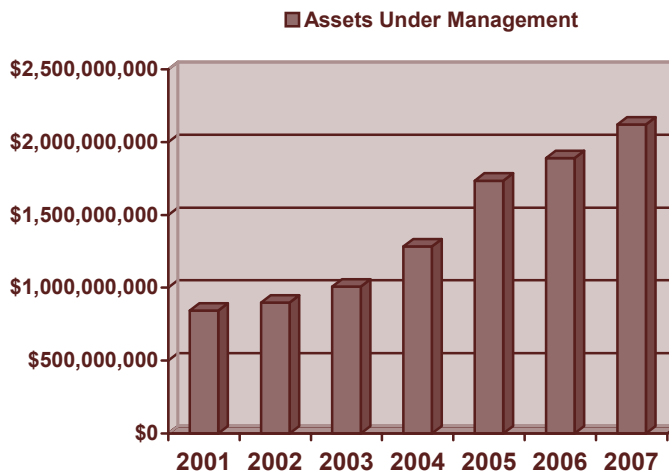
Julia Poulter and Stephanie Derr also recently joined FBTS as Employee Benefits Administrative Assistants.

We wish them all the best and look forward to having them on our team.

FBTS Posts Another Record Year

For the fourteenth consecutive year, First Bankers Trust Services, Inc. has had assets under management grow. Also, the return on invested capital once again beat company projections by coming in at 29.66% for 2007.

The outlook for 2008 continues to look good. The development of our new facility at 2900 North 23rd is taking shape, and completion is set for June. FBTS will sponsor several seminars in 2008, including an ESOP Roundtable to be held in Chicago this July. Our website will also undergo extensive enhancement this year.



Tired Of Paying Bills?

Keeping track of monthly bills is an unpleasant task even for the highly organized. Many life events can make this task even more complicated such as an extended illness and aging in general. In addition, the death of a spouse who had always taken care of the bills can create a new burden for the surviving spouse. Even retirees who suddenly have the leisure of extensive travel may need a new system to handle bill paying.



First Bankers Trust Services offers a Bill Paying Agency Ser-

vice to help with all of these challenges. This custodial arrangement provides a complete record of your income and expenses and allows us to collect your income and pay your expenses on your behalf. Your account activity is conveniently provided on a statement that can even be accessed online from any destination. You still maintain ownership while we hold and safeguard your assets. Your bills get paid on time every time so you eliminate the worry. You can even still direct your investments as you wish.

Call Deborah Staff at 217-228-8061 to see how this arrangement could simplify your life.

Employee Focus

Diane McHatton, IRA Trust Officer, has been with First Bankers Trust since 1995. She went to college at Truman State University in Kirksville, Missouri. She currently holds insurance licenses in Life, Accident & Health, Property & Casualty and has attained the certification designation of CISP. Her past experience includes Investment/Financial services, working for a National Insurance Company and her own insurance agency. She has been an Ambassador for the Quincy Chamber of Commerce for the last six years and

a past member of the American Business Women Association.

In her spare time, Diane enjoys golfing, and spending time with family and friends. She resides in Quincy, Illinois with her husband, Dearld, and Diane has a son who is a Captain in the United States Air Force.

First Bankers Trust Services, Inc.

**2321 KOCHS LANE
PO BOX 4005
QUINCY, IL 62305**

Phone: 217-228-8060

Fax: 217-228-8039

Email: MAIL@FBTServices.com

Spanning Coast to Coast

Mailing Address

Visit us on the web!
www.fbtServices.com



Q & A: 403(b) Plans

Q: What is a 403(b) plan?

A: A 403(b) plan is a retirement plan for certain employees of public schools, employees of certain tax-exempt organizations, and certain ministers. It is often referred to as a TSA or tax-sheltered annuity.

Q: Who can set-up a 403(b) account?

A: Only employers can set-up 403(b) accounts. Certain organizations and denominations can set-up 403(b) accounts also. You cannot set-up your own account.

Q: How are contributions made?

A: Generally only employers can make contributions. Some plans do allow for after-tax contributions though.

Q: What are some of the benefits of a 403(b) plan?

A: A 403(b) plan can boost retirement and provide a supplement to a pension. Another benefit is that contributions are generally made on a pre-tax basis. Typically earnings and gains grow on a tax-deferred basis as well. Earnings have the opportunity for growth until withdrawal. You should consult a tax advisor for specific guidelines.

Q: How do I learn more?

A: Call us at 217-228-8060 for more information.



Enhance Benefits For Your Employees