



As I'm writing this, over the last weekend we had a bad hail storm in Carroll with golf ball size hail and reports of hail measuring three inches. No matter how hard we try to eliminate risk, we will always have something we cannot

prevent. There are products available today to assist in minimizing risk or specific categories of risk. Although we will never be 100% covered, we can protect most aspects that could cause financial harm to us and our operation.

Risk protection is one of the key elements in any industry, including banking, where we have a number of different types of risk including intrinsic risk, interest rate risk, economical risk, collateral risk, and liquidity risk.

In your operation, what risks do you have and which ones can you control or hedge? What about outside your operation in your personal life? Think about the risk measures you have that you can mitigate or control.

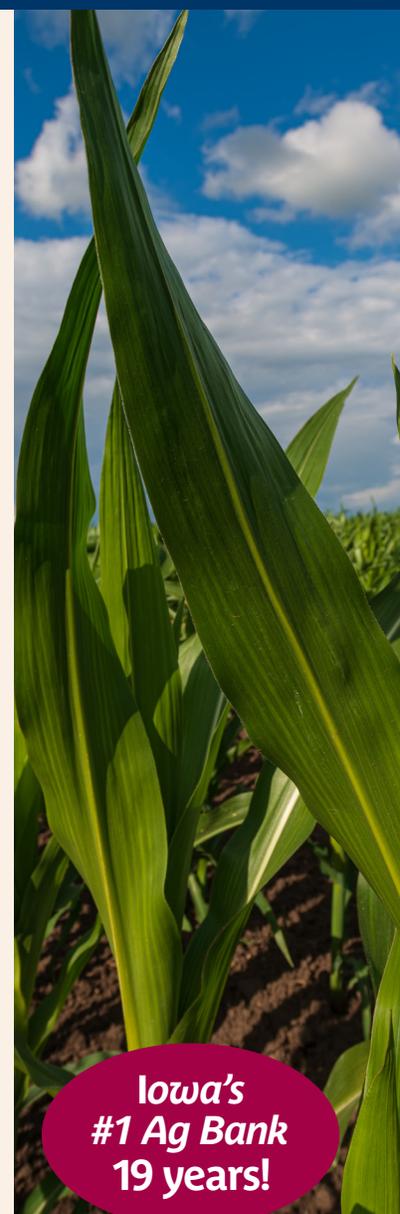
With recent inflation, the cost of goods and materials is still elevated. Now would be a good time to make sure you understand what coverages you have in place and visit with your insurance professional to be certain you have adequate coverage for your property and casualty. Make sure real estate improvements, as well as any machinery and equipment upgrades or trades, are covered in case you experience a catastrophic event.

One risk that can impact your personal life and operation is the loss of an individual. I remember purchasing my first life insurance policy and years later purchasing my children's first life insurance policies. There are so many emotions when making these decisions. You hope you never have to use it, you wonder how you're going to cover this expense in the budget, and you start second guessing whether you picked the right type of product. As life goes on, you learn to adjust and find your risk tolerance. Everyone's view on insurance, especially life insurance, is different. I encourage you to visit with your life insurance agent who will have software available to run various scenarios to assist in developing a plan tailored to your individual situation and meet the needs of you and your loved ones.

As you are reading this article and thinking about your own operation, please know the staff at UBI is here to help and answer your questions. We are fortunate to have experienced individuals who have a long track record in helping with wealth management, estate planning, and trust services. Feel free to contact your lender if you would like to meet with our team to discuss your needs and wishes.

On behalf of the staff at UBI, have a great summer and we look forward to seeing you at our local county fairs.

Jim Friel
V.P. Regional Branch Manager
Carroll Office



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"It's nice to have a good, steady relationship with our bank and lenders. United Bank of Iowa is very competitive and has allowed us access to capital. We appreciate the convenience they offer and will continue to bank with UBI."
- Dan and Joe Davis
(pictured with UBI lenders Sarah Beery and Matt Fitzpatrick)

For the rest of the Davis testimonial, and others, go to our website, www.unitedbk.bank.