



Who We Are

Bank Services Company, LLC was formed over two years ago by three of the pioneers of community bank BOLI and the associated benefit plans. Together the three principals have more than 70 years of experience in an industry that only started in the early 1980's. This experience provides Bank Services Company with the ability to solve the tough problems with innovative solutions in ways that BOLI brokers simply cannot provide. Bank Services Company was formed to provide hands on service oriented administration of benefit plans, the type of service that companies that only want to sell you BOLI simply cannot provide. In addition, we have teamed up with Renaissance Bank Advisors to deliver state of the art BOLI administration through their secure website.

At Bank Services Company we specialize in designing, implementing and administering custom designed benefit plans for key people to help community banks compete for talent with much bigger banks while always maximizing shareholder value but minimizing the cost of the benefit plans. The following are some of the types of plans that we can customize for your bank:

Specialized BOLI Products and Services

Post Retirement Healthcare

With a properly designed plan a bank can provide post retirement healthcare to key executives and the benefit can be tax deductible by the bank when paid and tax free to the executive when received. In addition, the bank can avoid the accounting complexities that were created in the 1990's. All of this can be done while protecting shareholder value and minimizing the negative impact on the bank's earnings.

BOLI and Associated Benefits Administration

We provide our clients with superior service at a good price with an eye towards creating a long term mutually beneficial relationship with each of our clients.

- Unique operational Structure
- Personal attention throughout the year
- We ensure all banking and accounting rules are followed
- Ensure properly performing plans according to objectives
- Protect shareholder value.

Retirement Benefits and SERPs

The government rules limit what key people can get from 401(k) plans, profit sharing plans, pension plans and social security. This can make it difficult for key people at a bank to maintain their standard of living in retirement.

The answer:

- Special retirement plans provided to key Execs.
 - Fixed, Incentive or formula based.
 - Designed to protect the shareholders interests
 - May provide current income tax deduction to Sub S Shareholders

BOLI Review

Much in the BOLI market has changed in the last five years. That's why Bank Services Company offers BOLI reviews to enable community banks to get the necessary information to allow them to evaluate possible alternatives available to upgrade their BOLI portfolio to take advantage of advances in the market place.

BOLI as an Investment

Many banks purchase BOLI as an investment in order to offset the costs of employee benefits provided by the bank. In implementing such a strategy the bank must be sure to deal with an experienced vendor in order to ensure that all the regulations are followed and the transaction is structured properly

For more information, or to set an appointment, contact Name of EBD Agent at 8xx.xxx.xxxx