

HOME EQUITY EARLY DISCLOSURE  
IMPORTANT TERMS OF OUR HOME EQUITY LINE OF CREDIT PLAN

This disclosure contains important information about our Home Equity Line of Credit Plan. You should read it carefully and keep a copy for your records.

**AVAILABILITY OF TERMS:** All of the terms described below are subject to change. If these terms change (other than the annual percentage rate) and you decide, as a result, not to enter into an agreement with us, you are entitled to a refund of any fees that you pay to us or anyone else in connection with your application.

**SECURITY INTEREST:** We will take a security interest in your home. You could lose your home if you do not meet the obligations in your agreement with us.

**POSSIBLE ACTIONS:** We can terminate your line, require you to pay us the entire outstanding balance in one payment, and charge you certain fees, if

For Wisconsin Borrowers Only: (1) you fail to make a required payment when due two times within a twelve month period, or (2) your failure to observe the terms of this plan materially impairs the condition, value or protection of, or our rights in, the property securing this plan.

For All Other Borrowers: (1) you engage in fraud or material misrepresentation in connection with the plan; (2) you do not meet the repayment terms of this plan, or (3) your action or inaction adversely affects the collateral or our rights in the collateral.

We can refuse to make additional extensions of credit or reduce your credit limit if (1) any reasons mentioned above exist; (2) the value of the dwelling securing the line declines significantly below its appraised value for purposes of the line; (3) we reasonably believe that you will not be able to meet the repayment requirements due to a material change in your financial circumstances; (4) you are in default of a material obligation of the agreement; (5) government action prevents us from imposing the annual percentage rate provided for in the agreement; (6) the priority of our security interest is adversely affected by government action to the extent that the value of the security interest is less than 120 percent of the credit line; (7) a regulatory agency has notified us that continued advances would constitute an unsafe and unsound business practice; (8) the maximum annual percentage rate is reached, or (9) For Wisconsin Borrowers Only: you engage in fraud or material misrepresentation in connection with this plan.

**MINIMUM PAYMENT REQUIREMENTS:** You can obtain credit advances or "draw" against your line of credit for five years. At our option, we may renew or extend the draw period. After the draw period ends, the repayment period will begin. The length of the repayment period will be 15 years. You will be required to make monthly payments during the draw and repayment periods. Your payment will be 1.5% of the outstanding balance each month or \$75.00, whichever is greater. Your payment will include any amounts past due and any amount by which you have exceeded your credit limit, and all other charges. If the interest rate increases, you will be required to make more payments until the balance is repaid.

The minimum payment may not repay the outstanding balance by the end of the repayment period. You will then be required to make a single balloon payment at the maturity date. Unless otherwise required by applicable law, we are under no obligation to refinance the balloon payment at that time. You may be required to make payments out of other assets you own or find a lender, which may be us, willing to lend you the money. If you refinance the balloon with us, you may have to pay some or all of the closing costs.

**MINIMUM PAYMENT EXAMPLE:** If you made only the minimum monthly payment and took no other credit advances it would take 11 years 7 months to pay off a credit advance of \$10,000 at an **ANNUAL**

**PERCENTAGE RATE** of 4.5%. During that period, you would make 138 payments of \$75.00 to \$150.00 and one (1) final payment of \$10.69.

**FEES AND CHARGES:** You must pay certain fees to third parties to open the plan. These fees generally total between \$0.00 and \$625.00. If you ask, we will provide you with an itemization of the fees you will have to pay third parties.

**FEE REIMBURSEMENT:** If you close the plan within the first 12 months of opening date, we may require you to reimburse us for any fees we paid on your behalf.

**PROPERTY INSURANCE:** You must carry insurance on the property that secures this plan. If the property is located in a Special Flood Hazard Area we will require you to obtain flood insurance if it is available.

**REFUNDABILITY OF FEES:** If you decide not to enter into this plan within three business days of receiving this disclosure and the home equity brochure, you are entitled to a refund of any fee you may have already paid.

**TAX DEDUCTIBILITY:** You should consult a tax advisor regarding the deductibility of interest and charges for the plan.

**ADDITIONAL HOME EQUITY PLANS:** Please ask us about other available home equity line of credit plans.

**VARIABLE RATE FEATURE:** This plan has a variable rate feature and the annual percentage rate (corresponding to the periodic rate) and the minimum payment may change as a result. The annual percentage rate includes only interest and no other costs.

The annual percentage rate is based on the value of an index. The index is the Prime Rate published in the Money Rates column of the Wall Street Journal. When a range of rates has been published the highest rate will be used. We will use the most recent index value available as of the close of business on the 25th day of each month preceding an annual percentage rate adjustment.

To determine the annual percentage rate that will apply to your account, we add a margin to the value of the Index. The margin you receive will be based on your creditworthiness and loan to value ratio. If the rate is not already rounded we then round up to the next .25%.

Ask us for the current index value, margin and annual percentage rate. After you open a plan, rate information will be provided on periodic statements that we send you.

**RATE CHANGES:** The annual percentage rate can change on the first day of each month. There is no limit on the amount by which the annual percentage rate can change during any one year period. The maximum **ANNUAL PERCENTAGE RATE** that can apply is 18.0% or the maximum permitted by law, whichever is less. However, under no circumstances will your **ANNUAL PERCENTAGE RATE** go below 4.5% at any time during the term of the plan, unless you are in Wisconsin in which case there is no minimum annual percentage rate.

**FIXED RATE CONVERSION OPTION:** This plan has a fixed rate option (the "option") which you may exercise up to three (3) advances at any one time. The option must be exercised for a minimum amount of \$3,000.00.

At the time you exercise the option, that portion of your balance will have a fixed rate. You may exercise the option at different times and therefore could have different balances at different fixed rates as well as have a balance under the regular variable rate terms. You may not exercise the

option if the credit limit would be exceeded. Your credit limit applies to the combined total of all amounts owing under the variable rate and fixed rate features. All future advances will be at the current variable rate according to the terms previously disclosed unless another option is exercised.

When you exercise the option, you will need to sign a Fixed Rate Conversion Agreement. The Agreement will set forth the fixed rate, payment amount and other relevant terms. The fixed rate will be based on the Prime Rate published in the Money Rates column of the Wall Street Journal plus a margin. If you elect the option, your minimum payment will be calculated separately from the minimum payment on your variable rate and other fixed rate portions. You will be charged \$50.00 at the time you exercise the option, which is a **FINANCE CHARGE**.

**MAXIMUM RATE AND PAYMENT EXAMPLES:** If you had an outstanding balance of \$10,000, the minimum payment at the maximum **ANNUAL PERCENTAGE RATE** of 18.0% would be \$150.00. This annual percentage rate could be reached at the time of the 1st payment.

**HISTORICAL EXAMPLE:** The following table shows how the annual percentage rate and the minimum payments for a single \$10,000 credit advance would have changed based on changes in the index over the past 15 years. The index values are from the last business day of January of each year. While only one payment per year is shown, payments may have varied during each year.

The table assumes that no additional credit advances were taken, that only the minimum payments were made, and that the rate remained constant during each year. It does not necessarily indicate how the index or your payments will change in the future.

WALL STREET JOURNAL PRIME RATE INDEX TABLE

Year (as of the last business day of January)	Index (Percent)	Margin <sup>(1)</sup> (Percent)	ANNUAL PERCENTAGE RATE	Monthly Payment (Dollars)
1998 .....	8.500	1.00	9.500	150.00
1999 .....	7.750	1.00	8.750	137.73
2000 .....	8.500	1.00	9.500	125.52
2001 .....	9.000	1.00	10.000	115.29
2002 .....	4.750	1.00	5.750	106.40
2003 .....	4.250	1.00	5.250	94.07
2004 .....	4.000	1.00	5.000	82.75
2005 .....	5.250	1.00	6.250	75.00 <sup>(3)</sup>
2006 .....	7.500	1.00	8.500	75.00 <sup>(3)</sup>
2007 .....	8.250	1.00	9.250	75.00 <sup>(3)</sup>
2008 .....	6.000	1.00	7.000	75.00 <sup>(3)</sup>
2009 .....	3.250	1.00	4.500 <sup>(2)</sup>	75.00 <sup>(3)</sup>
2010 .....	3.250	1.00	4.500 <sup>(2)</sup>	75.00 <sup>(3)</sup>
2011 .....	3.250	1.00	4.500 <sup>(2)</sup>	75.00 <sup>(3)</sup>
2012 .....	3.250	1.00	4.500 <sup>(2)</sup>	75.00 <sup>(3)</sup>

<sup>(1)</sup> This is a margin we have used recently; your margin may be different.

<sup>(2)</sup> This **ANNUAL PERCENTAGE RATE** reflects a 4.500% floor.

<sup>(3)</sup> This payment reflects the minimum payment of \$75.00.