

FHLB Confirms It Will Accept Electronic Signatures on Commercial Loan Renewals Using FIPCO Forms

FIPCO, WBA, Boardman & Clark instrumental in the FHLB change.

Recently, Wisconsin Bankers Association (WBA) and FIPCO received confirmation from the Federal Home Loan Bank of Chicago (FHLB) that it will accept an electronic signature on a commercial loan renewal for revolving and term loans using the WBA 448RT Revolving and Term Credit Agreement, and the WBA 451 Business Note. FHLB’s agreement to accept electronic signatures on these renewals was contingent upon FIPCO making modest revisions to language in the WBA 448RT and accompanying renewal procedures.

FIPCO plans to release the revised version of the WBA 448RT in its March 28, 2019 software release, and will include instructions regarding renewal procedures to follow when an interest in a commercial loan documented on the WBA 448RT or the WBA 451 is being pledged to FHLB. These revisions will not affect existing users who do not pledge loans to FHLB.

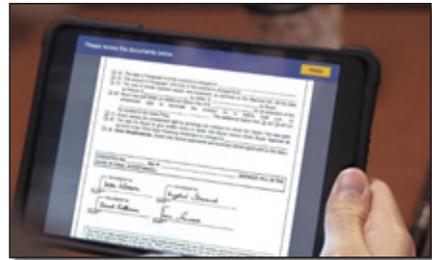
Though this is a narrow slice of the electronic signature “pie,” it’s a win for financial institutions looking to gain efficiencies via electronic signature platforms such as FIPCO’s eSignature powered by DocuSign. The win is also an important example of how working on these issues directly with entities such as FHLB, in conjunction with financial institutions, can result in agreed-upon practices to facilitate both legal and pragmatic lending. FIPCO and WBA, in conjunction with the legal counsel of Boardman & Clark, were instrumental in this



process, working directly with FHLB to bring about this welcome change. In the coming months, FIPCO and WBA plan to release additional guidance on the state of acceptance of electronic signatures and how WBA is working with lawmakers and others to bring about more progress in this area.

» **Purchase FIPCO’s eSignature powered by DocuSign by March 15th and your office could win a FREE lunch.** Hurry...this offer ends March 15th and is only available to the first 20 customers who currently have FIPCO’s *Compliance Concierge™* software! *To be eligible for the free lunch promotion drawing, you must be a current FIPCO Compliance Concierge™ software user. Free lunch will be provided for a maximum of 15 people, and ends on March 15, 2019.*

Organizations Quickly Realizing the Benefits of E-Signature Compliance Concierge™ Integration



“They were in awe at the amount of time they were going to save.”

Is your organization considering implementing an electronic signature solution? For loans and deposit accounts, for example, there are numerous benefits in integrating FIPCO’s eSignature powered by DocuSign through *Compliance Concierge™*. The FIPCO Software Development Team has already placed the signature fields where they belong on each document, **saving your institution 15-30 minutes per loan or deposit account.** Conversely, when purchasing envelopes directly through DocuSign, your organization must place the signature fields

individually, on each document, and for each loan or deposit account, over and over. But with FIPCO’s eSignature powered by DocuSign, that repetitive task is eliminated.

“I recently conducted training sessions for several institutions that had just added the interface for eSignature powered by DocuSign through FIPCO’s *Compliance Concierge™* software solution,” said FIPCO Director – Training and Support, **Annette Witkowski**. “They had been using DocuSign’s envelopes prior to incorporating the interface, and they were in awe about the amount of time they were going to save with FIPCO’s integration capabilities to gather signatures.”

With the compliance you demand, along with the security and convenience your customers deserve, FIPCO’s eSignature powered by DocuSign will save all parties valuable time. Because this powerful solution allows you to securely send documents to your customers for signatures at account opening, and application and closing stages of the loan workflow. Approvals and agreements can be completed anywhere and on any device, so the process no longer takes days to complete.

Join us for an FREE webinar [March 7](#) and see what FIPCO’s eSignature powered by DocuSign can do for you! Registration is required, so be sure to [sign up today](#), or [contact the FIPCO Sales Department](#) at (800) 722-3498, option 5 for more information.

Don't Miss This Incredible Educational and Networking Opportunity



May 14 - Glacier Canyon Lodge at the Wilderness - WI Dells

Ongoing regulation changes...technology moving faster than the speed of light...increasing competition...we understand these challenges and know how important it

is to stay ahead of the curve. In this ever-evolving financial industry, anything you can do to increase your productivity, profitability, and compliance, while improving customer satisfaction is paramount. With this in mind, we invite you to join us May 14th for the **2019 FIPCO Compliance and Software Forum – Deposit**.

If you're an innovative and forward-thinking *Compliance Concierge*™ Deposit software user—or aspire to be one—this is the event for you! Offering insight, information, and interaction, we've tailored this year's conference with the topics that matter the most. To you. *Today*.

The FIPCO Professional staff and related industry experts will share best practices for optimizing workflow, and provide insight and actionable ideas related to changes in regulation, and the financial industry as a whole—information you simply can't get anywhere else. And many of our esteemed integration partners will also be on-hand to illustrate how their solutions, some of which you likely already use, integrate directly into *Compliance Concierge*™ Deposit.

(continued)



2019 tour:

Our 2019 tour de *Compliance Concierge*™ educational events are coming to a location near you soon, so be sure to watch for upcoming location and registration information!

Deposit Software Forum (continued)

“You asked, and we listened,” said FIPCO Business Analyst – Deposit, **Nancy Hamele**. “We’ve been busy incorporating your requests, and we’re excited to show you the new features and functionality during the upcoming forum.” The information-packed agenda includes sessions focusing on:

- FIPCO's eSignature powered by DocuSign electronic signature capabilities
- Deposit Reports and User Reports
- Blank Form functionality
- Online check-order, and QualiFile ID Verification/OFAC Watch interface integration
- Reg. E and Bank Holidays improvements
- Improved CD Renewal Provisions
- Client Address Enhancement
- Improved Electronic Transfer Process
- Copy Agents and Beneficiaries Feature

In addition, you'll gain immediate takeaways pertaining to:

- New screens for electronic transfers and certain IRAs
- CD and IRA CD renewal functions
- Parameters
- New Account Opening and Account Maintenance
- Hot Topics and Legal Q&A

Registration opens soon, so be sure to watch your email inbox and the [FIPCO website](#) for complete details. Hotel reservations may be made directly through the Glacier Canyon Lodge at the Wilderness by calling (800) 867-9453. Mention FIPCO's Compliance Forum for a special room rate available through April 13th.

Welcome!

FIPCO is pleased to welcome the following organizations joining the growing community of *Compliance Concierge*™ clients:

- Bank of Alma, WI
- Farmers State Bank, Hillsboro, WI
- Firefighters Credit Union, La Crosse, WI
- Intercity State Bank, Schofield, WI
- State Bank of Schaller, IA
- The First National Bank of Bangor, WI
- Unison Credit Union, Kaukauna, WI

Lucky VISA Gift Card Winner



Congratulations to **Tom Dehnert**, Vice President, Badger Bank, who was the winner of FIPCO's \$100 VISA gift card at WBA's 2019 Bank Executives Conference in Milwaukee. Pictured with Tom (from left-right) are FIPCO Vice President of Regional Sales, **Amy Karl**, FIPCO Internal Sales Representative, **Jodi Zieske**, and FIPCO President, **Pamela Kelly**.

So Many Resources at Your Fingertips

Did you know the FIPCO website offers a host of helpful resources to help you in your daily operations? We've updated the site to provide convenient, online tools to promote efficient and direct access to the information you need, with quick links to valuable resources such as:

- **Compliance Concierge™ Deposit Manual** – including Account Opening Guides, Trust Account Opening Guide, and Forms Lists
- **Compliance Concierge™ Loan/Mortgage Manual** – focusing on Administration, Features & Functionality, as well as Consumer, Commercial, Agricultural and Real Estate
- **Software Presentations** – including TRID Admin, Collateral Reminders, and more.
- **Technical Documentation and Software Support FAQs**
- **Quick-links** to provide access to frequently-used web pages such as Forms Library (formerly known as eSatellite Manuals), WebEx Sessions, Blank Forms, and much more.
- **Integration with Shopify®** for online orders and credit card use. Use it for ordering teller supplies, mortgage booklets and more.

Remain Vigilant. Identity Theft Can Happen to Any of Us

"Hours after I received an email saying my tax return had been successfully submitted to the IRS, I received another email saying my tax return had been rejected by the IRS because it had already been submitted. My husband's Social Security Number and personal information has been stolen...and the theft of his personal information has included opening credit cards and bank accounts [and] filing a tax return in his name."

– L., Madison, WI

Unfortunately, what is happening to the person in this actual incident can happen to any of us. No one is 100% immune to identity theft, so it's important to remain vigilant with your financial records. Every 3-4 months, get your free credit report from www.annualcreditreport.com, and remind your customers to do the same.

So, what do you do if someone uses your information to file a fraudulent tax return? When the IRS receives two different returns with the same Social Security Number, the second return filed will be rejected. If you suspect that you're a victim of identity theft, or receive a notice that your return has already been filed, you'll want to work with the IRS right away to help ensure that your actual return is processed as quickly as possible. At the irs.gov website, search for "Taxpayer Guide to Identity Theft" and follow the guidelines to complete IRS form 14039, Identity Theft Affidavit reporting tax refund theft. Then complete any additional steps to help you move towards resolution.

Additional Resources:

- www.identitytheft.gov
- [Federal Trade Commission](http://www.federaltrade.com)
- [Internal Revenue Service](http://www.irs.gov)
- [FTC's warning signs of identity theft](http://www.ftc.gov)
- www.annualcreditreport.com
- [Consumer Financial Protection Bureau](http://www.consumerfinance.gov)
- [CFPB's common identity theft warning signs](http://www.consumerfinance.gov)

March Software Training

(All events are *Compliance Concierge™* training courses.)

March 11-14, 8:30am-4pm:	Loan and Mortgage 4-day Training
March 18, 9-11am:	Basic Consumer Loans Webinar
March 18, 1-4pm:	Deposit Accounts Webinar
March 19, 9-11am:	Commercial Webinar
March 19, 1:30-3:30pm:	Ag Loans Webinar
March 20, 9-11am:	Real Estate Purchase Webinar
March 20, 1:30-3:30pm:	Real Estate Refinance Webinar

For more information, contact the [FIPCO Training Department](mailto:fipco@fipco.com) at (800) 722-3498, ext. 233.