



Ballston Spa National Bank

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NEWS RELEASE

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For Immediate Release

BSNB's Trust & Financial Services Division Announces Enhancements to Service

BALLSTON SPA, N.Y. – Mar 13, 2018— [Ballston Spa National Bank](#) (BSNB) announced today that they are repositioning their trust and investment services division to provide enhanced overall support and value to clients. The changes include a new comprehensive package of banking benefits for qualifying investment management clients, an expanded range of services, and a physical move to improved accommodations at the company's corporate headquarters location.

To highlight the enhanced range of services and the value delivered to clients, the department is also being renamed. BSNB Trust and Financial Services is now BSNB Wealth Management Solutions, a name that better captures the range of services and support offered.

"Staffed with certified professionals, our Wealth Management team builds on a long tradition of highly personalized care and support provided to clients," stated Chris Dowd, president and CEO of BSNB. "By moving the division to the corporate headquarters, we will be able to provide all BSNB customers better access to these valuable services, including recent enhancements such as 401(k) plans and pensions and a wealth management package of comprehensive banking benefits."

"Our goal has always been to help our clients reach their financial goals," said Tammy Zaiko, CFP® and Senior Vice President. "Our new name emphasizes our commitment to providing solutions across a diverse range of client needs."

About BSNB

BSNB's Wealth Management team is led by Tammy Zaiko, CFP® and Senior Vice President. The growing division within BSNB offers more than 100 years of collective experience helping individuals and families in the Capital Region. BSNB's team of trusted advisors is well-prepared to help with the guidance and services that meet a client's unique needs. Custodial accounts, investment and asset management, IRA rollovers, trust and estates, 401(k) plans and pensions, and special needs trusts represent some of the solutions offered.

Established in 1838, BSNB is celebrating 180 years of community banking. With just the right combination of personal service and high tech convenience, BSNB offers a wide range of products and services to individuals, families, municipalities, nonprofits and businesses. Offices are located in Ballston Spa, Burnt Hills, Clifton Park, Galway, Greenfield Center, Guilderland, Latham, Malta, Milton, Stillwater, Voorheesville and Wilton. BSNB's website can be found at <http://www.bsnb.com>. To become part of BSNB's online community, please visit us at www.facebook.com/YourBSNB or www.twitter.com/BSNB.

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