A Strong Foundation for Success
WBA Forms and FIPCO's Compliance Concierge™

COMPLIANCE CONCIERGE™

> *"WBA/FIPCO commercial loan documents are best suited to serve the needs of Wisconsin lending institutions. WBA/FIPCO specializes in Wisconsin law, they keep the forms current, and they meet the needs of Wisconsin lenders. Unlike many of the national providers, WBA/FIPCO does not have to develop a "one size fits all" document that will work in many states. If you are considering upgrading your lending documentation, give WBA/FIPCO a call. You won't be sorry."*
>
> *– Tony Busch, President*
> *Prioria® Cash Flow Management, LLC*
> *(Banker with over 30 years of service)*

Foundations must be strong, and today's financial institution executives and technology officers want to know that the software tools they provide to their staff offer a solid foundation for compliance. Since the days when computer processing wasn't even imaginable in banking systems, Wisconsin Bankers Association (WBA) forms have provided that solid foundation for Wisconsin institutions, with FIPCO updating and distributing the forms for over 25 years. These long-tested and trusted forms are available exclusively through FIPCO's deposit account opening and loan origination software, including the new *Compliance Concierge*.

Not only do WBA forms give more attention to Wisconsin-specific laws than the form sets used by national vendors, the association supports the forms in cases brought by or against users of the forms by filing amicus briefs. In addition, the WBA legal staff and Boardman & Clark LLP consulting attorneys are intimately familiar with the forms and the legal issues relating to them, so they are able to address questions quickly and knowledgeably. The attorneys drafting the forms also use them with their own clients, so they ensure that the forms address issues reflected in actual transactions.

WBA forms, along with *Compliance Concierge*, come with the unmatched customer support FIPCO is known for. This connection between FIPCO software support staff and the WBA Legal Departments' compliance expertise make FIPCO uniquely positioned to provide this invaluable customer support. For more information about WBA forms available through FIPCO and Compliance Concierge, please contact the FIPCO Customer Service Department.

....

Wisconsin Supreme Court Dismisses Guarantor Claims Against Bank
Court quotes favorably from signed WBA Guaranty Form in decision

The Wisconsin Supreme Court issued an opinion on July 3, 2013, dismissing claims and defenses raised by guarantors of a small business loan against Park Bank, Milwaukee, in connection with its efforts to collect from the guarantors. The WBA participated as an amicus in the case in support of the Bank's position. According to the Court, virtually all of the claims and defenses raised by the guarantors were in fact claims and defenses that belonged to the small business and were not the individual claims and defenses of the guarantors that could be raised by them in this action. Such claims are called "derivative claims." The Supreme Court decided in this case that "a guarantor lacks standing to raise derivative claims"

and in effect dismissed the guarantors' claims and defenses against the Bank.

This decision serves as important judicial precedent in our state. **Also noteworthy is the fact that the guarantors had signed a WBA Guaranty Form, and the Court quoted favorably from the WBA form in its decision**. The decision may be accessed online and a more detailed discussion of the case is available in the July edition of *WBA Compliance Journal*.

WBA forms are available exclusively through FIPCO.

Tech Tips: Microsoft® Windows® XP Support
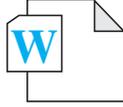
Moving forward with technology can be a daunting task. Exactly what move should you make, and how big of a leap should you take? When you take a look at just a few of the most recent advances, looking to the future should become much clearer.

With the impending cessation of Microsoft's support of Windows XP, many FIPCO customers have begun the process of moving to Windows 7 workstations and Windows 2008 servers. As with all new technology, there is a learning curve. But the sooner the switch is made, the more rapidly you can begin capitalizing upon its many benefits.

With so many differences between Windows 7, Microsoft Office 2010 or 2012, there are ways to make Windows 7 look and feel more like Windows XP. Instructions for modifications, such as the ones provided below, can be found in many places on the Internet.

- Force the taskbar to use small icons.
- Force the taskbar to never combine tasks.
- Remove all pin options from programs on the taskbar.
- Change the desktop to use Windows Classic.

Think the time is right to move ahead to Windows 8? You may wish to wait before making a leap this great. This operating system is designed with the look and feel of today's smart phones with an attempt to tie together the Microsoft cell phone, tablet, and computer into one operating system for all three devices. Because much of our daily operations are conducted using Microsoft Word, Excel, and other business programs created for Windows XP and 7, Windows 8 and its touch-screen technology may not yet be the best option for traditional "keyboard, mouse and monitor" environments.

As with any change in your institution's technology, be sure to complete careful and thorough research. With just a little planning, you can continue moving forward with a sound technology plan for your institution. To read the full version of this article, visit the FIPCO website and select "Software Support" followed by "Technical Documentation" (Login required.) Request a Login.

October 2-3, 2013

Save the Date for FIPCO's Annual Loan/Mortgage Software Users' Conference

We hope you can join us for our upcoming Loan and Mortgage Software Users' Conference, scheduled for **October 2-3, 2013**. This event offers an excellent opportunity to connect with industry experts, network with your peers, and gain valuable insight into making the most out of your FIPCO software.

- **Experts** – Centering on the loan and mortgage products, services, and industry hot topics that affect you the most—including today's ever-increasing compliance demands—conference sessions will be led by industry experts from the Wisconsin Bankers Association Legal Department and the FIPCO Professional Staff.

- **Peers** – Throughout the conference, you'll have plenty of opportunities to socialize with FIPCO software users just like you.

- **Insight** – As a conference participant, you'll be sure to gain valuable and useful tips for increasing your productivity and profitability, as well as improving the efficiency of your daily operations.

Be sure to watch for further information and registration details. Questions may be directed to the FIPCO Software Support Department, and room reservations may be made by contacting the Holiday Inn, Stevens Point at (715) 344-0200.

Proper Financial Link® Training Important to Your Institution's Compliance

While we will no longer act as a reseller of the Financial Link® product, we will continue to support and update Financial Link for existing customers until February 25, 2014. During this time, it is still important that you and your staff are properly trained on the use of your institution's vital software. To promote correct document usage, and to help ensure your institution's overall compliance, be sure you register for Financial Link® software training by contacting the FIPCO Training Department at (800) 722-3498.

PUSH Methodology for IT Risk Assessment

IT AUDIT

In theory, Information Technology Risk Assessment should be as easy as identifying critical IT assets, considering potential risks and evaluating controls. In practice however, it's often a struggle in selecting the appropriate methodology. To assist in the design and testing of a security program, FIPCO IT Services has adopted the Risk Assessment methodology presented as "A Practical and Effective Approach to Risk Assessment" at the 2007 and 2008 Federal Financial Institutions Examination Council (FFIEC) Technology Conferences.

The methodology is referred to by the acronym "PUSH" and is a trademark of Chapman Technology Group, Inc., a FIPCO Endorsed Vendor and developer of RiskOptix® a Risk Assessment and Vendor Management solution. PUSH stands for **P**reparation, **U**niverse definition, **S**coring and **H**itting the mark.

Preparation activities include defining the purpose and audience of a risk assessment. Audit planning, budgeting, compliance, disaster planning, policy writing, remediation and vendor selection are typical purposes for a risk assessment.

Universe definition includes the identification and characterization of the most critical assets, risks and controls. Assets are the institution's valuable information processing platforms, procedures and policies. Risks are the potential "bad things" that could happen to those assets. Controls are the mitigating factors to protect the assets from the potential risks.

Scoring consists of choosing a consistent scale by which to rate the importance of assets, the potential impact of risks and the effectiveness of controls. Additional activities include the association of assets to risks to controls.

"Hitting the mark" activities ensure that the risk assessment serves its intended purpose as defined during the preparation stage. Hitting the mark means managing risk to the size and complexity of the institution using a documented and proven methodology.

To discuss your institution's specific IT Security needs, please contact FIPCO Director – IT Services, **Ken Shaurette**.

Quick Links: FIPCO® Products and Services

Quick and easy access to information about our products and services may be accessed by using the links provided below. Simply type www.fipco.com and add any of the following extensions:

Compliance Consulting	/compliance
Credit Bureau Reporting	/cbr
Deposit Origination	/deposits
Document Imaging	/imaging
Enterprise Risk Management	/erm
Integrated Risk Management	/irm
Inventory Management	/im
IT Audit and Security	/it
Loan Origination	/loans
Loan Portfolio Management	/portfolio
Mortgage Origination	/mortgage
MICR Encoding	/micr
Office Supplies	/supplies
On-Line Lending	/online
Remote Deposit Capture	/rdc
Teller Supplies	/teller
Vehicle Registration	/vehicle

Web Connections

The FIPCO® Software support staff consistently exceeds the needs and expectations of our customers by providing the highest level of product training and support in a timely and professional manner. In this section, you'll find instant access to:

Update Release Notes

Loan Software | Mortgage Software | Deposit Software

Tech Tips and Feature Technical Articles
Answers to Software FAQs
Training and Events Calendar

Your FIPCO user ID and password are required to access this secured area of our website. Need a log-in? Click here.