Women managers at Annapolis

First Federal Savings and Loan Association of Annapolis is the third largest savings and loan

Joyce Amos

in the state with 22 branch operations throughout Maryland.

This association has two black branch managers, Joyce Amos and Bridget Rawlings.

Mrs. Amos is branch manager of the Eastport Branch in Annapolis. She joined First Federal in 1966 as a receptionist. She has held several tellpositions, and also worked for one year in the mortgage department processing loans before becoming Assistant Manager of the West Street Branch in Annapolis.

In 1974 she was promoted to manager of the Bowie Branch and in 1975 sAnnapolis.

In 1974 she was promoted to manager of the Bowie Branch and in 1975 s

Mrs. Amos is the mother of three sons, Carl, Darryl and Keith. Darryl and Keith are seniors at South River High School in Edgewater. Carl attends the University of Missouri on a four year basketball scholarship.

Mrs. Amos is a resident and native of Annapolis and a member of St. Phillips Episcopal Church where she is chairman of the finance committee.

She also holds board memberships on the county commission for women, Anne Arundel Business League and the Arne Arundel Community Chest. In 1977 she was honored by the Links Inc., and given their outstanding achievement award.

Mrs. Amos plans to continue her education in

Bridget Rawlings

the financial and banking field with hopes for a management position in the future.

Co-worker and friend Bridget E. Rawlings is manager of the Penn Mar Branch. Mrs. Rawlings started her career with First Federal in 1973 as a teller at the Prince Frederick Branch.

In 1974 she was promoted to assistant manager of the Crofton Branch. She has held her present position since 1975. Mrs. Rawlings was born in Calvert County and was graduated from Calvert Senior High School in southern Maryland. The Rawlings have one daughter, Lachelle, 8-years-old and they live in Upper Marlboro, Md.

Mrs. Rawlings considers the dual role of marriage and career a challenge. The finds time to atten meetings of the Prince Georges Chamber of Commerce of which she is a member. The Rawlings worship at the Union United Methodist Church. Mrs. Rawlings feels that the future of finance is an exciting challenge and is preparing to meet it by continuing her education and skills in management and finance.

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Ashburton Insurance . . .still growing

Growth is the watchword at Ashburton Insurance Limited, when in April 1976, several previously independent insurance brokers got together to form the insurance brokerage business, servicing their customers with all types of coverage.

Since then, Ashburton Insurance Limited has developed into a million dollar business with an affiliate travel agency known as Ashburton Travel Service Inc.

Also closely affiliated is the Frank M. Conaway and Associates Agency at 3758 Belvedere Ave., which services lower risk casualty policies and a wide range of life insurance coverage. The latter agency is about to establish an additional affiliate branch at 3520 Edmondson Ave.

Current members of the parent board of Ashburton Insurance are; ?ank M. Conaway, chairman, Alford W. Laws Sr., Carroll A. Smith and Attorney David E. Sloan, secretary and general counsel for the various enterprises.

Advice to vets: Keep track of records

The need for veterans to tell their families where important veterans' documents are kept cannot be overemphasized, the Veterans Administration has advised.

Safeguarding discharge papers, marriage certificates or child custody evidence from fire, theft or loss could be one of the most important legacies a veteran can leave his survivors, according to VA Regional Director John W. Rue.

Among documents that should be protected and filed with family papers are government and commercial life insurance policies, any VA correspondence with identifying claim or social security numbers, wills and, whee applicable, naturalization papers.

Families should also be aware of possible survivor benefits.

These include VA pensions, dependency and indemnity compensation for service connected death, burial benefits and interment in a national cemetery.

Veterans and their families can obtain information and assistance concerning benefits from any VA regional Office. Assistance is also available through veterans service organizations.

The Baltimore Regional Office of the Veterans Administration is located at 31 Hopkins Plaza, Baltimore, Md. 21210. 685-5454 or toll-free 1-800 492-9503.

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2-year-old insurance agency growing quickly

In 1969, George F. Savage started in the insurance industry with no car or telephone to service his clients.

In 1979, Savage produced more than $3,700,000 of insurance protection personally, has an agency that employs eight agents, has developed the leading agency for several life insurance companies in Maryland.

Savage founded G.F.S. Insurance Agency in 1977. In just two years, the agency hit its target for over $10,000,000 of life insurance alone, and now represents more than 10 companies.

G.F.S. Insurance Agency specializes in every form of insurance from auto insurance to estate programming.

Savage plans to expand services through the employment of more new agents in 1980.

George F. Savage

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Norman B. Ringgold is now directing the Community Reinvestment Program at First Federal Savings of Annapolis. Norman has had years of experience in the field of human relations and economic development. You can count on Norman to work in your interest. And you can trust First Federal Savings of Annapolis, too, for the same reason: experience, over 75 years of it serving the people of Maryland. Put your savings where experience is working for you – First Federal Savings of Annapolis.

Norman B. Ringgold, Ph.D.

FIRST FEDERAL SAVINGS & Loan Association of Annapolis

Main Office: 2024 West Street, Annapolis, 266-6100
Assets now in excess of $340,000,000
One of Maryland's largest federal savings and loan associations.

BALTIMORE: Charles Center: In Lord Baltimore Hotel, 685-3872 • The Rotunda: 711 West 40th Street, 366-2313 • Waverly: 3101 Greenmount Avenue, 235-3600 • TOWSON: 798 Kenilworth Drive, Kenilworth Bazaar, 825-2476 • RANDALLSTOWN: 18831 Liberty Road, 655-5900

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So, if you're looking for high interest you can count on and safety you can count on, come to the bank people have been counting on since 1818. The Savings Bank of Baltimore.

6-Month Money Market Account
Call for current rate
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Minimum Deposit $10,000

Based upon principal and interest left on deposit for a full year. Early withdrawals of principal balances are subject to substantial penalty (FDIC regulation). These are annual rates. However, the maturity of the deposit is 26 weeks and the rates are subject to change at renewal. FDIC regulations prohibit the compounding of interest on Money Market Accounts.

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Preparing to be an executrix

(This is part of a series of articles from the Maryland Association of Certified Public Accountants.)

For many women, losing a husband can mean having to deal with major financial matters for the first time. Indeed, too many widows lose inheritance or insurance money rapidly because they simply don't know how ro manage it.

For those women who have not yet suffered the tragedy and trauma of losing a spouse, the Maryland Association of Certified Public Accountants has this advice: if you don't already know how to handle a money manager's role, prepare for it before it's thrust upon you.

However bleak the prospect seems, every married woman should realize that one day she may be the "surviving spouse" and, as such, may have to settle her husband's estate.

Ultimately, that comes down to collecting the assets, paying off the debts, and distributing property to those entitled to it. A crucial step in making sure all goes smoothly is having a will drawn up well in advance by a lawyer.

Without a will, there's no authority to settle the estate – and, according to the Maryland CPAs, an appealing 70 percent of all American men who leave widows do not leave wills.

To prepare realistically for the possibility of having to serve as executrix of your husband's estate, make sure you know and understand all particulars of all insurance coverage.

Make a record of policy numbers and important dates — and don't forget to include group policies from employers or professional or fraternal organizatiof The Maryland CPAs point out that some married couples find it advantageous for each spouse to own the insurance policies on the other's life.

Although this approach keeps the proceeds out of the taxable estate of the first spouse to die, it also means the insured spouse will not enjoy such privileges of ownership as the right to borrow against the cash value of the policy or change beneficiaries.

While you are making lists, be sure to identify and know the location of all checking and savings accounts. That is vital information for the executrix of an estate. Don't forget to list account numbers as well as locations.

With an eye toward estate planning, many married couples pay close attention to how their assets are owned, whether jointly or individually.

In some cases, joint ownership has clear advantages; in others, it can hamstring efforts to devise a plan flexible enough to meet all contingencies.

Jointly owning a house usually makes sense for married couples because when one partner dies, the other automatically becomes sole owner. This assumption of total ownership lets the property bypass probate, and avoids delay in settling the estate.

Joint ownership of stocks and bonds is another, very complex, matter — one concerning which most couples should consult their attorneys and tax advisors.

The considerations in this area are many. Here's only one, just by way of example: joint ownership can prove a stumbling block if one spouse is temporarily unavailable (or unwilling) to give approval when it's time to unload an investment that's taken a serious downturn.

The Maryland CPAs point out that everything an individual owns is in his or her estate. With current inflation rates, even modest estates are increasing dramatically in value.

But because estates are taxed at their current value — not at what it cost an individual to acquire them — an increasing portion of an estate may well go toward taxes unless an estate plan is developed and clearly expressed in a will.

JACQUELINE E. MAITH, 22, is an insurance broker with Wayne Reed Insurance Agency and Associates, 4704 Harford Road. Ms. Maith, who has been with the agency for more than two years, has written property and casualty insurance. She graduated from Harbor City Learning Center in 1975, and attended Strayer Business College from September 1975 to May 1977. She began working for Wayne Reed Insurance Agency in July 1977. Ms. Maith received a state license after she passed the state examination in July 1978.

Real estate courses offered

Continuing education courses in real estate will be offered by University Institutes Inc. in cooperation with the Greater Baltimore Board of Realtors.

The real estate courses are designed to meet the 12-hour continuing education requirement imposed by the Maryland Real Estate Commission.

Topics for the four courses are: "Creative Real Estate Investment and Exchanging", "Current Trends in Real Estate Property Law, Legislative Changes and Court Decisions", "Public Sector Involv[illegible] Commercial [illegible] Finance", "Financial [illegible] Analytical Techniques".

Each of the three-hour courses have been approved for continuing education requirements by the Maryland Real Estate Commission. The courses will be held twice monthly at the University of Baltimore Academic Center beginning Jan. 21. Pre-registration is necessary. For further information, contact University Institute Inc. at 728-6644.

Md. Lottery

The winning numbers in the Maryland lottery at Wednesday's drawing were as follows: six digit, 747556; five digit, 11556; four digit, 2001; three digit, 643, and two digit 03.

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Resource center to open

The Commercial Credit Company has announced the opening of a business Resource Center in the Baltimore metropolitan area. It will be the first of a planned nationwide network.

The Centers will provide, at one location, the resources of a large corporation tailored to meet the needs of small business. These will include financial, personnel and training, insurance, management, marketing, accounting and tax services.

Thanks to our more than 24,600 savings & mortgage customers, Bradford Federal now records assets of more than $130,000,000.

Financial statement as of December 31, 1979

Assets:	
First mortgage loans	$114,598,078.89
Real estate owned	None
Loans on savings accounts	1,433,704.76
Federal Home Loan Bank stock	1,018,000.00
U.S. Government obligations & investments	10,136,083.96
Ground rents owned	464,730.08
Cash on hand and in bank	785,415.28
Office buildings in fee (less depreciation)	1,282,452.21
Furniture, fixtures and equipment (less depreciation)	265,699.52
Other resources	248,239.51
TOTAL ASSETS	$130,232,404.21
Liabilities:	
Savings and certificate accounts	$110,193,657.87
Advances — Federal Home Loan Bank	7,000,000.00
Other borrowed money	895,000.00
Accounts held for trustees	None
Advance payments by borrowers for taxes, etc.	2,269,099.36
Other liabilities	334,585.78
Deferred income	1,118.20
RESERVES:	
General 4,554,685.94	
Surplus 4,684,257.06	
Total Reserves	9,238,943.00
TOTAL LIABILITIES	$130,232,404.21

The books, records and accounts of this association are audited by personnel from the Coopers & Lybrand Accountants, in addition to the annual examination by the Federal Home Loan Bank Board examiners.

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—Minorities

Continued from page 15

other assistance to both students and teachers.

And you can help by promoting high standards of attainment throughout high standards of attainment throughout the black community.

Together, we can stimulate the role of blacks and minorities in technology to more productively use the potential of all the people in our nation.

To meet the intesely challenging, international economic and military competition of the 1980's, we must better use the full potential of the black community.

Unless we as a nation stimulate technology, productivity and economc growth among all sectors of society; we will end up losing the international economic and military competition. The results, in my judgment, could be devastating for us individually and as a nation.

We need a new long term economic game plan based on growth in the private plan based on growth in the private sector. Tax rates should be reducted to compensate for the past impact of inflation and to channel more of the nation's output into the private sector. Businessmen ned more incentives and more confidence to invest in productivity-improving plants and equipment.

We need greater investment in basic research and development by government; and more encouragement for technology investments in the private sector. We need fewer rules and regulations from government; and less government growth. We need to stimulate exports and to aggressively counter foreigr grade barriers. And we need more energy from nonpertroluem sources.

And we need to more productively use all our nation's people resources.

I'm confident that if we do these things, we could once again have a healthy and vibrant United States of America so that "all men have as muc-

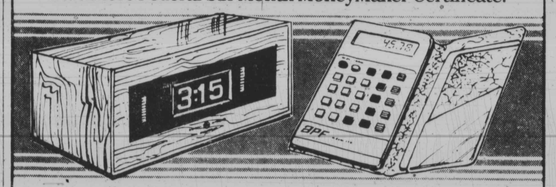
'Stop drugs forum slated

Elected officials from the Metopolitan area will address a public forum entitled "Stop Drugs, Save The Child" on Jan. 29, at 7:30 p.m.

The meeting is being sponsored by the Mid - Atlantic Anti - Drug Coalition and will be held at Stouffer's Hotel, 2399 Jefferson Davis Highway, Arlington, Va. in Crystal City.

Here's another good reason to save at Baltimore Federal.

You get a free gift when you open a Baltimore Federal Six-Month MoneyMaker Certificate.



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One gift per household. Funds should remain on deposit for the entire term of the certificate account. Subject to mail requests, please. Offer good while supplies last.

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Effective Annual Yield	Rate effective January 17 through January 23
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Free gift offer also applies to deposit of $10,000 or more to any new or existing account.

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