FIRST BANK

05.03.18



Our Work with First Bank

LOOKING BACK

2017 Highlights

BRAND CAMPAIGNS
PRODUCT CAMPAIGNS
ANNUAL REPORT
ACQUISITIONS WELCOME PACKAGE & MICROSITE
BRANCH SALES MATERIALS
CUSTOMER WELCOME PACKAGE & MICROSITE

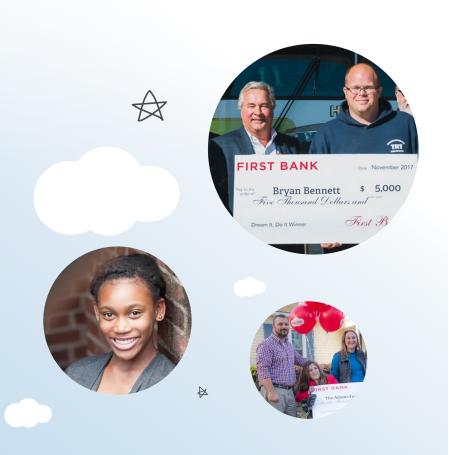
PERSONALIZED MARKETING MATERIALS

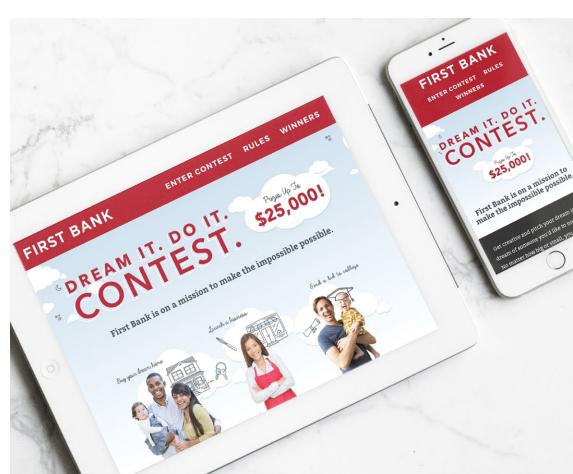
Dream It, Do It

3,200
ENTRIES FROM ALL ACROSS THE CAROLINAS

500+
CITIES AND TOWNS IN NORTH AND SOUTH CAROLINA

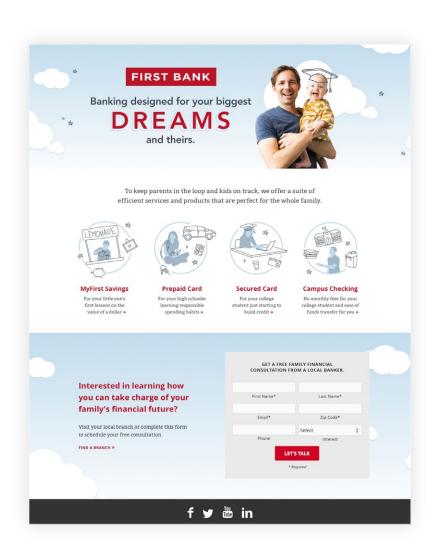
10
LIVES CHANGED
FOR THE BETTER





Spring Family Pack





Double Rewards



Cent

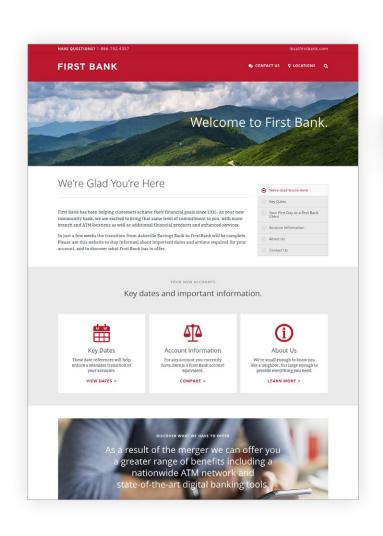




Annual Report



Carolina/Asheville Savings Bank Conversion Materials





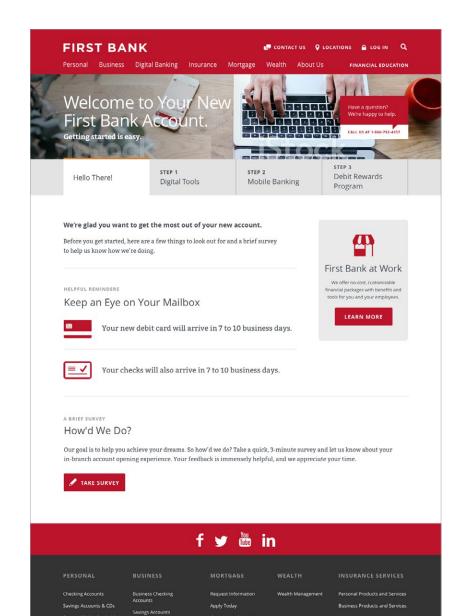
Asheville Awareness Campaign





Business Welcome Kit





Business Services Guide



Hi Raleigh/Charlotte/Triad





Hi Raleigh/Charlotte/Triad



SUBSCRIBE NOW Limited Time Offer



Atlanta's Bitpay got hacked for \$1.8 million in bitcoins

A fraudster got access to Bitpay's CFO's email, allowing the fraudster to review the CFO's communications "to learn specific details about how Bitpay transacted business," according to a lawsuit.



Ed Baker to leave Atlanta **Business Chronicle to join** Georgia State University



Dunwoody offiicals propose up to \$20 million 'connector' to ease traffic, plan for rapid growth



Gwinnett Place district faces sweeping changes, studies new master plan (SLIDESHOW)





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Access the Book of Lists

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VIEW THE LIST

Companies

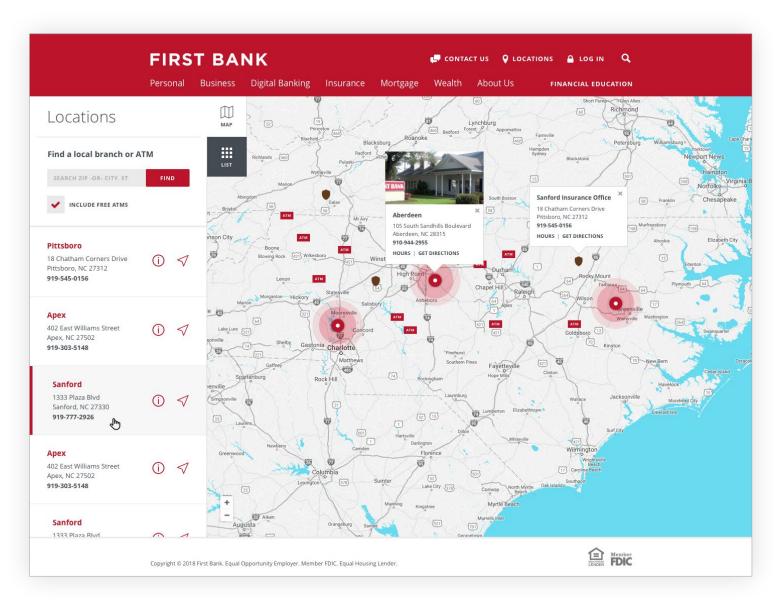
View Weekly Edition

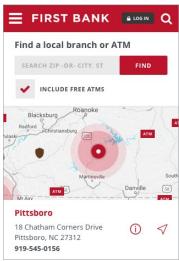
Best Places to Work - Small





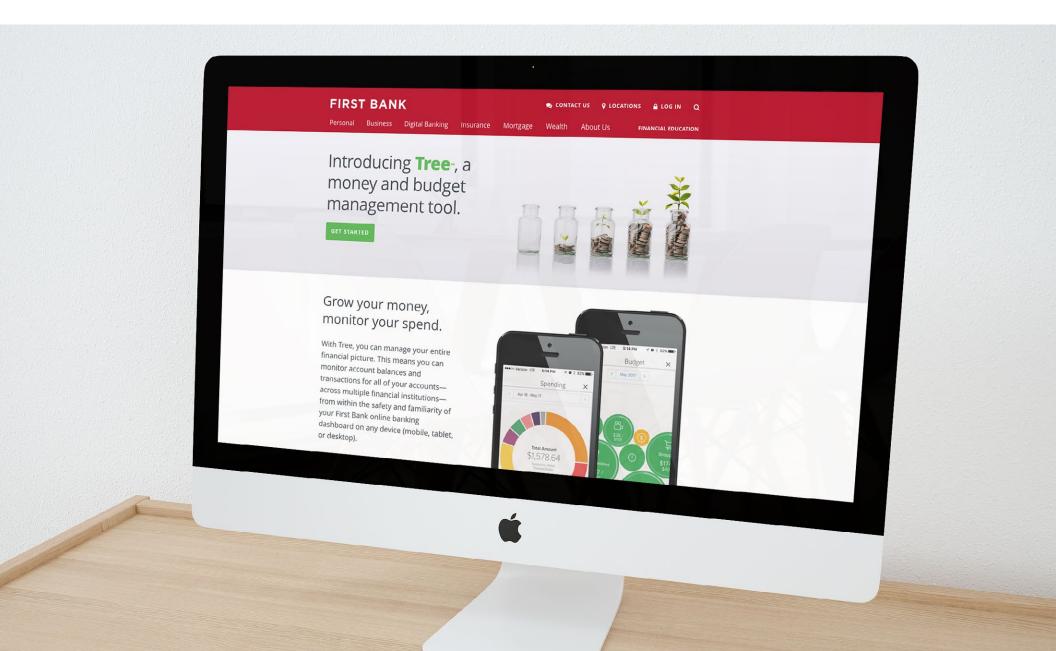
Locations



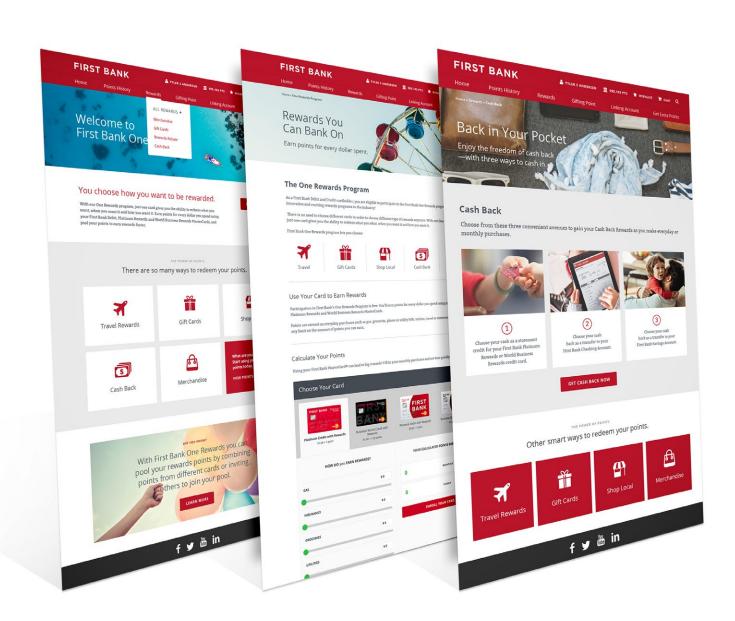




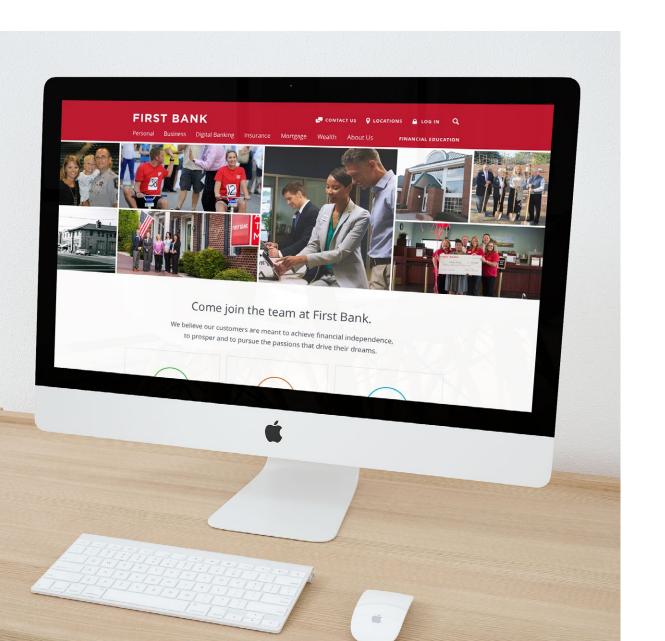
Tree Financial Management

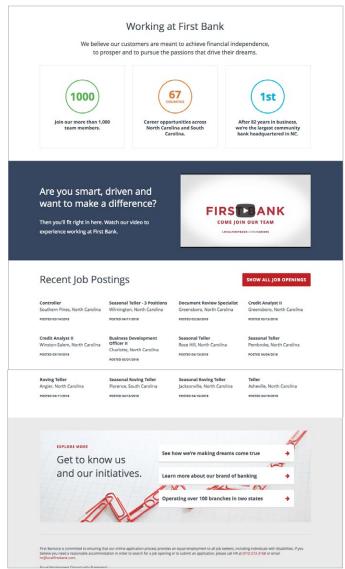


One Rewards

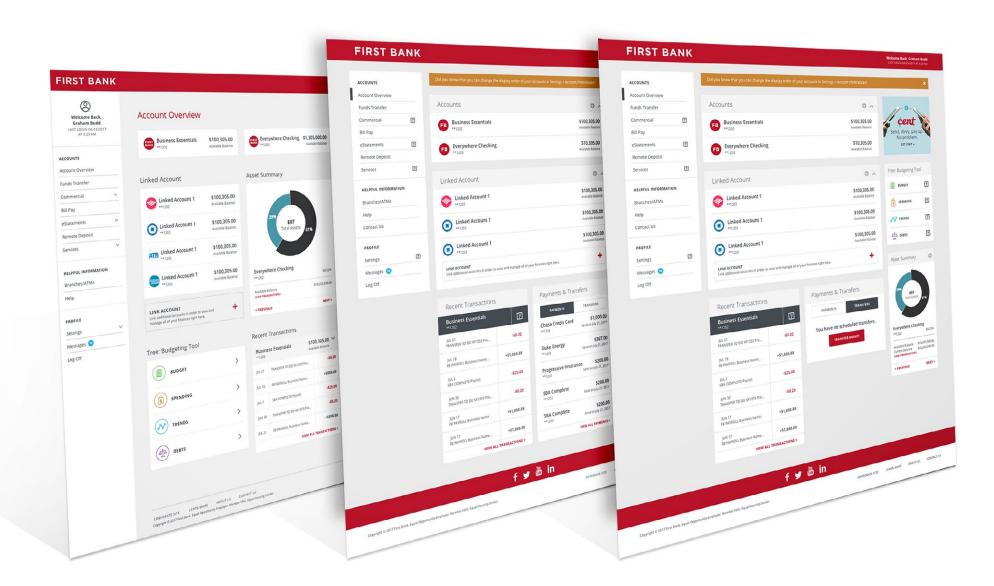


Employee Onboarding



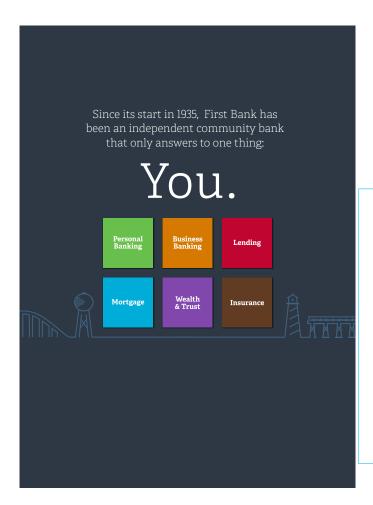


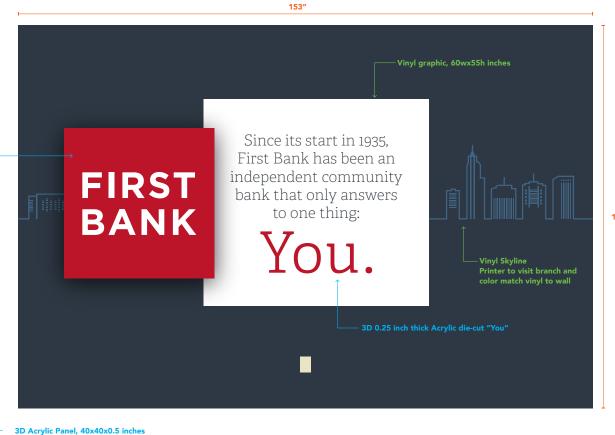
Online Banking



Branch Brand Walls

Stands out 1 inch from wall





102'

What's Next? 2018 Initiatives

WHAT'S NEXT

2018 Initiatives

LAUNCHING WEBSITE REDESIGN
ONLINE BANKING REDESIGN
LAUNCHING NEW AT WORK PROGRAM
LAUNCHING NEW TREASURY SERVICES AND INSURANCE SERVICES
BRAND CAMPAIGNS
PPODLICT CAMPAIGNS

Website Redesign Overview

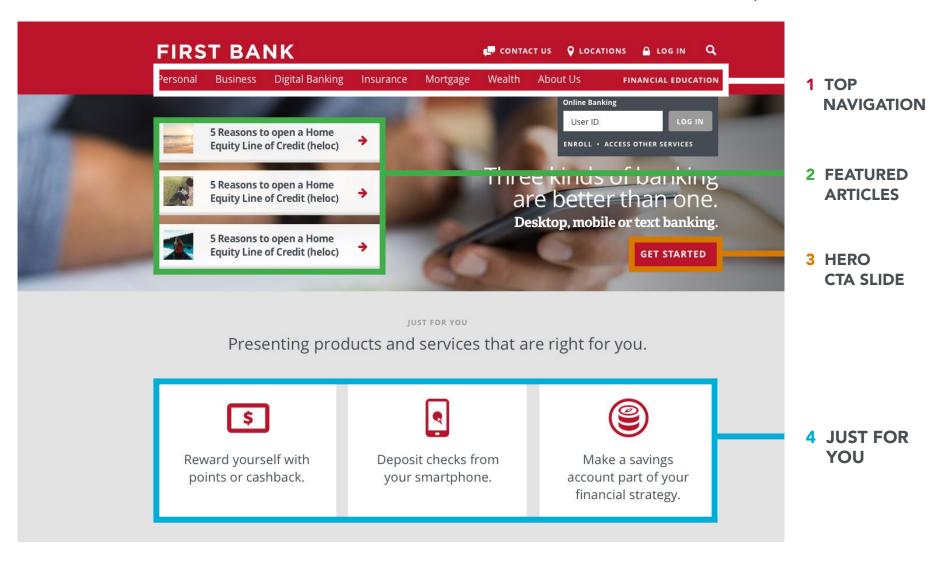
Site Traffic

	2016		2017
PAGEVIEWS	7.2 million	1	10.3 million
UNIQUE PAGEVIEWS	4.0 million	Ť	4.7 million
AVERAGE TIME ON PAGE	1 minute 50 seconds	1	1 minute 17 seconds
BOUNCE RATE	23%	1	9%

■ 61% REDUCTION IN BOUNCE RATE AFTER HOMEPAGE REDESIGN IN MAY 2016

Homepage

Visitors are interacting the most with the following items on the homepage:



Mobile

MOBILE TRAFFIC 145%

Mobile access to the site continues to increase in popularity:

2016 mobile traffic **increased 14%** 2017 mobile traffic **increased 45%**



Section Ranking

1	Online Banking	3M PAGEVIEWS
2	Personal	481K PAGEVIEWS
3	Digital Banking	269K PAGEVIEWS
4	FinEd Content	220K PAGEVIEWS
5	Business	163K PAGEVIEWS
6	About Us	158K PAGEVIEWS
7	Mortgage	120K PAGEVIEWS



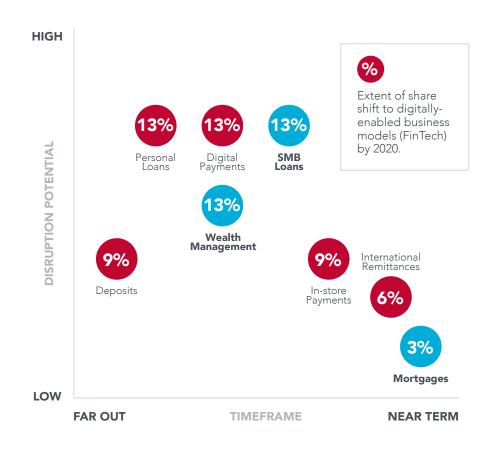
FinTech Predictions

FinTech is empowering users not just to bank — but to completely rethink their financial well-being. They're encouraging users to be active participants in their financial lives.

A report commissioned by CitiBank predicts the percentage of revenue moving to newer digital models will **rise to 10% by 2020**, and to **17% by 2023**. The chart on the right shows the shift potential and extent per business section.

First Bank is doing a great job incorporating
FinTech into the company by adding tools like
Tree and Cent but we could do more to combat
the shift in lines of business by making it easier
to open accounts online, guiding users to
products they need, increasing ways to contact,
and displaying digital banking features and
functionality more clearly.

IMPACT OF DIGITAL DISRUPTION IN BANKING BY LINE OF BUSINESS



Goals

Goals



Become a place where users can go to get guidance and help with their financial needs in every stage of life and business—the go-to financial partner for customers.



Update the website to include more emotion-driven, consumer friendly content.



Add more customized content to increase personalization and user data information.



Drive lead generation through tools, guides and chat functionality.



Increase accessibility and usability.

Recommendations

Testing and Research



Employ heat maps to see how users are interacting with the website.

Do customer surveys to see what they like and don't like on the website.

Create user stories to inform plans for customized content.

Employ user testing with live recordings on new designs.

User Survey Results

Overhaul Digital Banking section to clearly outline what First Bank offers within digital banking.

Desktop is still the #1 device used to access the website but mobile is coming in at #2.

The third item users are doing most on the site is reading about products.

Promote the mobile app.

Clearly call out fees.

Include a chat feature.

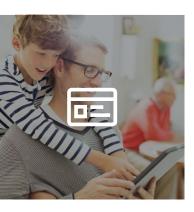
Highlight CTAs and include location and ways to get to a phone number.

Highlight the rewards program.

Add more how-to educational financial information.



Overall Updates



Update content to drive the experience and guide the user to the right product for their needs, including customized ad content, and pushing helpful content through tools, calculators and FinEd center.

Increase overall site accessibility and usability by complying with W3C's Web Content Accessibility Guidelines 2.0 and beyond.

Build trust and partnership through testimonials and customer/employee stories.

Increase ability to sign up/apply for products online.

Update design with more white space for a clean modern look and to improve user experience. Reduce the use of icons.

Create a larger bank of design elements to increase ability for unique pages. Expand width of content area.

Responsive



Affirm that mobile site complies with W3C's Web Content Accessibility Guidelines 2.0 and beyond.

Improve user experience by making it easier for users to navigate through the site on mobile.

Prioritize the most important content on mobile.

Update the off canvas navigation.

Offer user friendly forms for smaller screens.

Accessibility

W3C'S WEB CONTENT ACCESSIBILITY GUIDELINES (WCAG)

Meet a minimum of AA level requirements.

Provide alternative text for all non-decorative images.

Create logical and correct hierarchy of header and content tags.

Ensure that text has sufficient contrast for easy legibility for users with impaired vision.

Provide "skip to content" links so that screen readers can jump to important content on pages.

Ensure that content does not include flickering or other visually distracting animations.



Accessibility

Code website for Accessible Rich Internet
Applications (WAI-ARIA) standards to allow
screen readers and other assistive technologies
a better understanding of content for a more
nuanced experience for users with disability

Use HTML5 tags to provide more semantic information to assistive technology, further improving the user experience

Use the Web Accessibility Evaluation (WAVE)
Tool to evaluate page compliance with
accessibility standards in addition to manual
code and page inspections

INSIGHT

Coding to accessibility standards allows bots to better understand site content and increases search engine results and rankings.



Content

Guide customers through an experience rather than direct selling through rates and features.

Help the customer first, sell the product second.

Appeal more to the emotional side of customers.

Update CTAs to guide, not just to immediately "buy".

INSIGHT

Research finds that bullet points can be viewed as analytical and less personal. When switching to a relationship-based selling journey, increases were seen in revenue, sales, referrals, satisfaction and loyalty and greater use of self-service products.



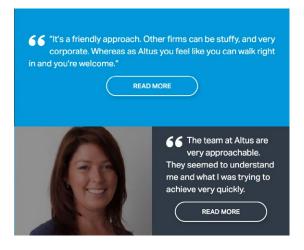
Content

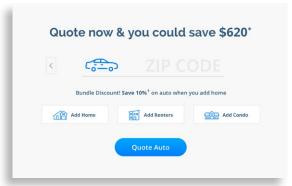
Use video, graphics and other visual and interactive elements to engage consumers.

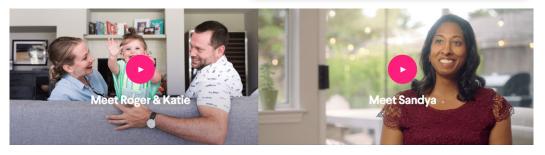
TOOLS TO FEATURE

- Calculators
- Comparisons
- Testimonials
- Quizzes
- Checklists
- Infographics







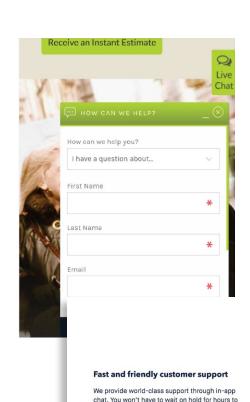


Chat Feature

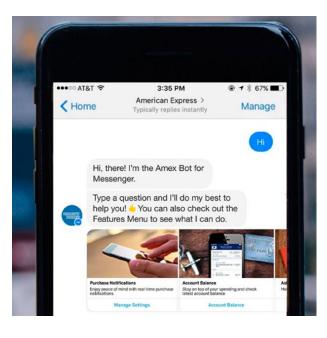
Employ a chat option to lower the barrier of getting a customer to start a conversation, allowing First Bank to start interacting with customers right away.

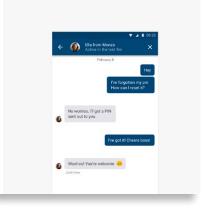
Prompt users intermittently to see if they need help or guidance.

Provide answers to basic FAQs immediately.



reach us.





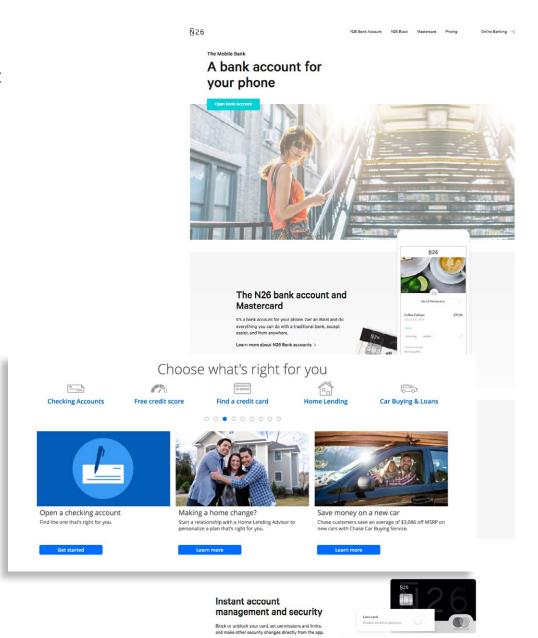
Homepage

Keep the updated top sections of the 2016 page launch based on improvement of stats but update design to a more modern look.

Create a dedicated "what do we recommend for you" section where users can complete a questionnaire about their current financial status and goals to see what products are recommended for them.

Push Financial Education articles.

Feature videos.



Landing Pages

What do you want to do?

Tap into your home's equity

Help finance what's important with a

ome equity line of credit.

Learn more

Refinance your mortgage

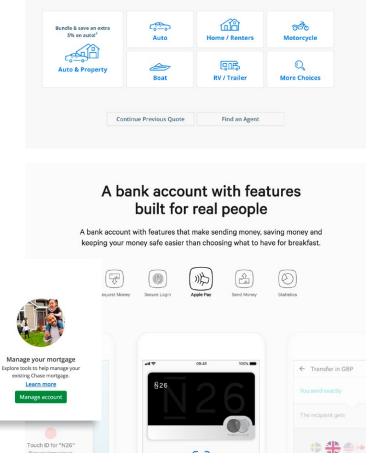
Learn about what is needed to

Learn more

Get the tools and advice for the

Guide the user to the right product for their needs through new tools, lifestyle references, packages and updated design.

Expand on our user tracking and take advantage of the CRM data by including a section on every landing page to push customized content to each user.



What do you want to insure?

Select a product to get a quote

Interior Pages

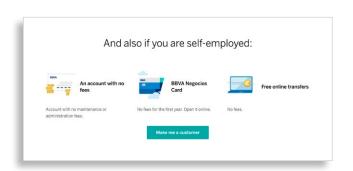
Remove second tier intermediate landing pages that get low pageviews.

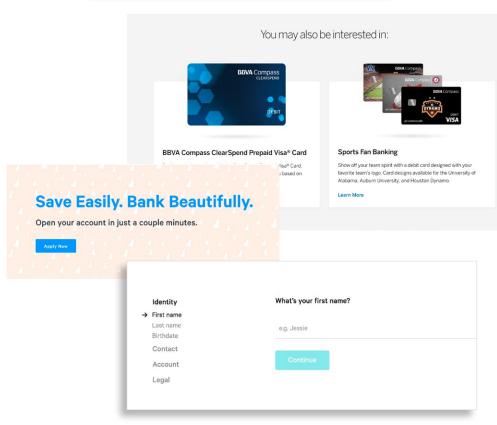
Add features that can push customized content based on user tracking and CRM data.

Redesign sidebar and update width of content area.

Create a "you may be interested" feature to cross-sell and guide users to other products that are related.

Incorporate more Financial Education articles that are relevant to the consumer's interests (business, personal, mortgage, etc).





Online Banking

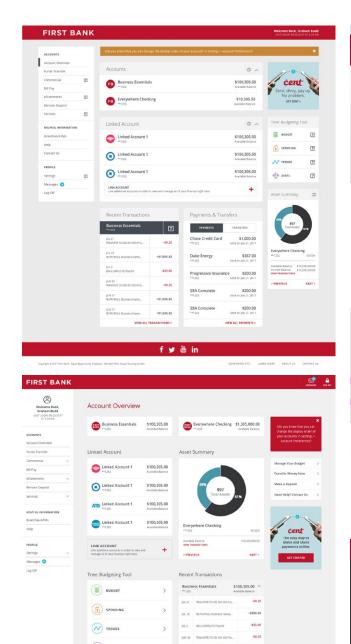
Launch new login page and Online Banking design.

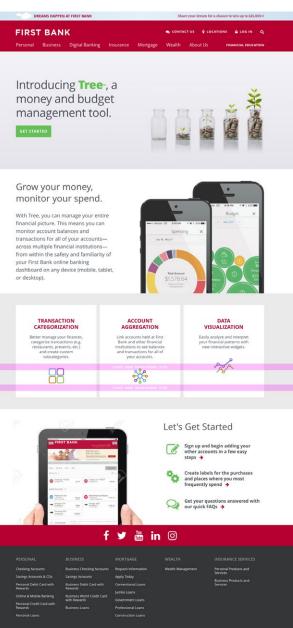
Launch access to Tree.

Continue awareness promotions for Cent.

Update the log-off page to interest users into different products that may apply to them.

Employ user tracking and CRM data to display customized content.





Personal

Guide users by tapping into the different stages of life and the perfect solution for them.

Add more features on credit card and personal loan options.

Highlight debit card to boost adoptions.

Feature digital banking options to show consumers they can bank all in one place. Options would link to the digital section for more details.

Add online application for HELOCs.

Make Your Money Work For You.

No matter your financial goals, we're here to help you get more out of your money.



Find the perfect fit. Open your account online, today.

A bank account with features built for real people

A bank account with features that make sending money, saving money and keeping your money safe easier than choosing what to have for breakfast.











Business

Convert longer page views to higher sales by creating tools to guide users.

Offer solutions and product packages specifically for customers' needs.

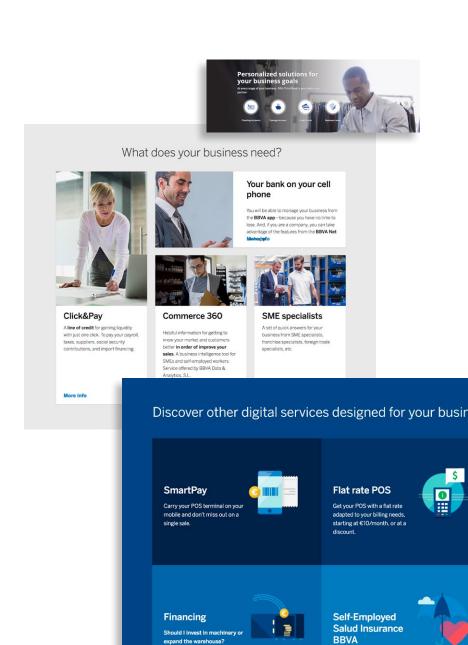
Feature items important to business owners: remote deposit capture, online account opening, online loan application, mobile payments, and security.

Display expertise of higher-level business planning and execution, provide guidance on money management and cash flow issues.

Offer more online account opening options and loan applications.

Include testimonials and stories.

Merge Merchant Services and Cash Management into Treasury Services.



our financing

you can put your health in good

Digital Banking

Rework the landing page to better promote products users are looking to see in comparison to FinTech companies for personal and business.

Launch Mobile Wallet.

Promote the FinTech-competitive products like Cent, Tree and Mobile Wallet to encourage all financial activity to stay within the bank.

Update the Digital Banking Help Center to make it easier for users to quickly navigate to the topics they are looking for help on.

Reduce number of individual pages in section and incorporate similar features together.

Continue to make it easy to sign up and download the apps.

Add video demos that show users the features of digital banking.

Welcome to everything Simple.



Mobile Banking

Everything you need is always with you.



Fee-Free

We don't charge unfair fees. Or any other kinds.



Save for anything. All at once, or a bit eac



Safe-to-Spend®
Spend spontaneously, without derailing your budget.



Trackable Spending

Learn how you spend. Find easy ways to save.



Support from friendly humans and tools to protection in your hands.

Insurance

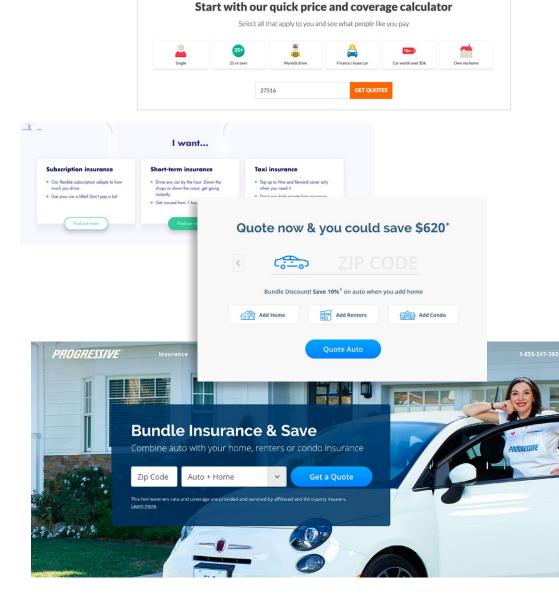
Add a way for users to get a quick quote or submit a claim easily from the landing page.

Feature products that are frequently needed for both personal and business.

Create useful information and packages based on industries for business users.

Create an Insurance Provider locator.

Include testimonials and stories.



Mortgage

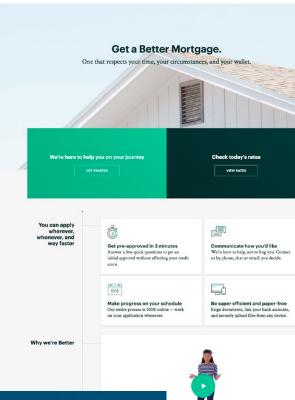
Include a guide to finding the right mortgage product for the consumer's need and stage of life or business.

Create content and videos that educates users on the different types of loans.

Promote the interactive tools and calculators.

Include testimonials and stories.







Wealth

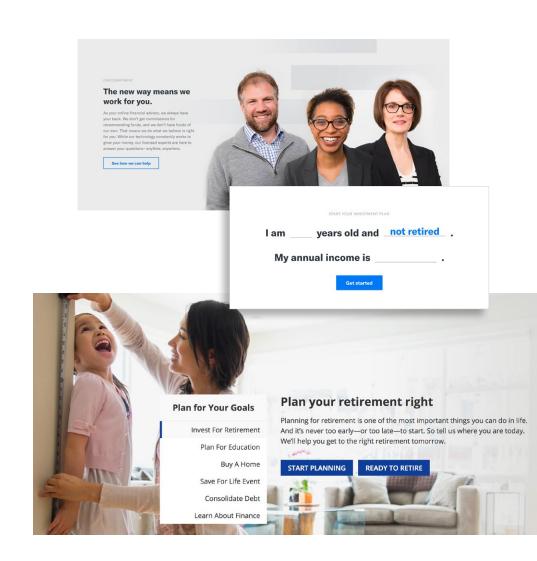
Create tools for users to find the right wealth solution for them based on age, income and stage of life.

Update and enhance section to focus on the product offerings and what each entails.

Work with Truebridge, Inc. to redesign the Wealth Answers Center.

Make the steps to fill out a form to get the Wealth Quick Guides easier while still capturing necessary information.

Create a Wealth Advisor locator.



Financial Education

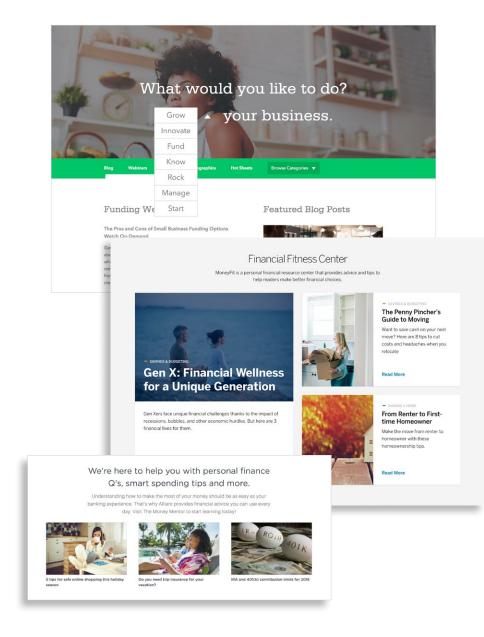
Update design of page to show more articles.

Improve the way users can filter articles and find what they are interested in.

Include articles on more interior pages throughout the other sections.

Have all TSM content and standard articles available in a single interface within the FinEd section so that helpful information is in one place.

Update template for TSM pages to allow for images, video and graphics to visually engage consumers more.



Contact

Give access to a contact form from the contact page.

With chat, guide users to contact immediately through the tool.

Include ad to locations page.

Create FAQs for users with general questions.

We're here for you. Contact us via chat, email and phone

If you have any questions, or if you run into any problems, our Customer Service is on hand to help you in your own language.





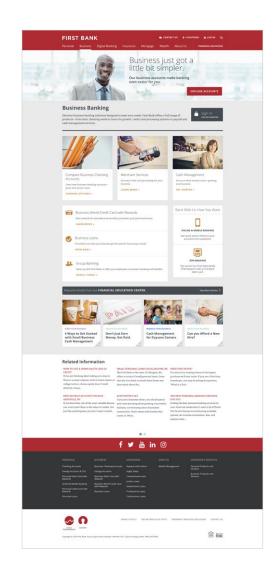
Where We Are Going

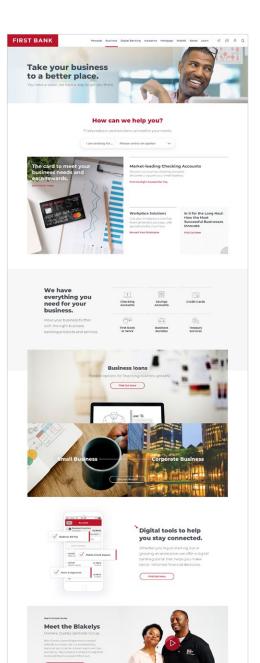
Homepage



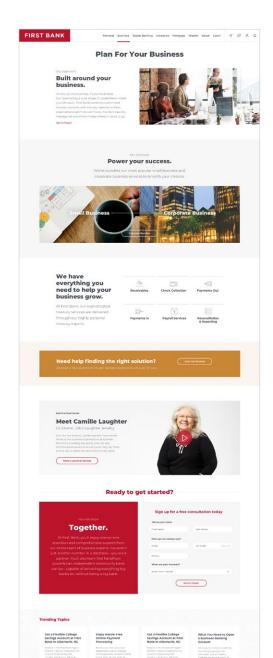


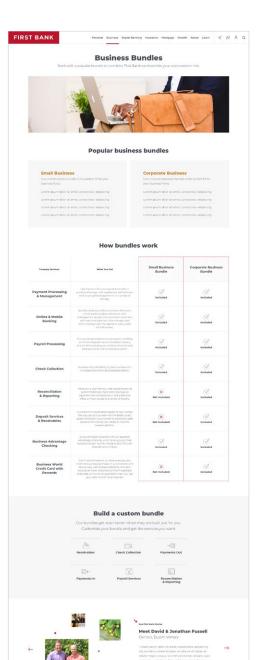
Business Lander





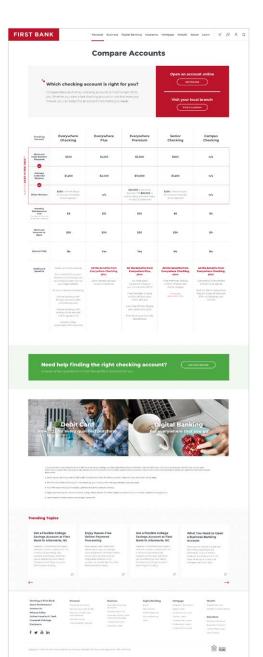
New Business Pages





Compare Accounts





Impact



Become a guide and partner in the consumer's financial journey.

Drive more traffic and increase pageview time.

Increase engagement in website sections.

Increase sales on products.

Improve the user experience.

Increase accessibility.

Higher conversion rates.

Increase customized content.

Increase data for CRM.

More return website visits outside of Online Banking.

Increase consumer interaction with First Bank.

Thank You.

