



Welcome to CAPITAL Card News

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As Bob Dylan put it, "The Times they are a Changing!" In my many years of being directly involved in banking, I have never seen this much change. The banking changes that have been mandated by Washington, D.C., have been numerous, extensive and often complicated. Service providers have been pushed to the limit to enact these changes within the prescribed timetables. However, while change brings uncertainty, it can also bring opportunity as products change and asset originators leave and enter the market.

At CAPITAL Card Services we have worked through the changes successfully and are finding products consumers want and will provide good returns to the issuer. Since our inception in 1998, we have acquired and cultivated the critical skills of account marketing and acquisition, progressive and innovative systems development, financial measurement, risk and account management and compliance, all under one roof. It is this combination of expertise and competency that enabled us to manage through the changes **and come out** in a stronger position to help our clients in the future.

Please know that we will continue to embrace change and work towards **providing** new products and solutions for our clients. I hope you enjoy this edition of our newsletter, and if we can be of any service, please do not hesitate to contact us.