

ANNOUNCING A RADICALLY DIFFERENT CD FOR CONSERVATIVE INVESTORS.

With Wachovia's Convertible CD, You Can Switch To A Higher Rate If Interest Rates Rise — Without Penalty.

Wachovia introduces a radical new idea — an investment that can *only go up*. And what could be more conservative than something that will never decrease in value? We call it our Convertible CD, and the only place you can get it is from a Wachovia Personal BankerSM. So now you don't have to be stuck with a fixed-rate CD as you watch interest rates rise. Because once you've bought a Wachovia Convertible CD, if interest rates rise, you can switch over to a higher rate. And even if interest rates go down, the interest you earn does not. We like to think of it as a no-lose proposition.



Convert Without Penalty And Keep On Converting

The term is one year. But after three months, if interest rates have risen, you can switch to another one-year Convertible CD at the higher rate. Or to a non-convertible CD of one year or longer. All without having to pay a penalty. As long as you wait at least three months between

conversions, you can keep on converting to a new one-year Convertible CD whenever interest rates rise.

Safe and Secure

The reason the Convertible CD is such a smart, conservative investment is because the rate is guaranteed for the term of your certificate, just like other Wachovia CD's. When you

switch to a higher rate, that new rate is also guaranteed for the full term. Even if interest rates fall, your rate can't go down.

Convert To The Convertible

If you have a CD that's maturing, or if you're thinking about making a new investment, now is a great time to convert to the Convertible. The current opening rate on the Convertible CD is 8.10%, with an annualized yield of 8.436%*. Not only will you start making money right away, but when interest rates rise, so can your earnings.

The only place you can get this Convertible CD is at Wachovia. Just talk to any Personal Banker at any Wachovia branch. So if you're interested in interest rates, give us a call. Because we've got a profitable way for you to be radical and conservative at the same time. Smart, flexible investments. That's The Wachovia Way.

THE WACHOVIA WAY

It's more than what we do. It's how we do it.SM

* Quoted rate based on deposits of \$10,000 to \$49,999. Other rates available for other amounts. Rate shown subject to change. \$500 minimum deposit. \$250,000 maximum per depositor. While there is no penalty for conversions, there is a substantial penalty for early withdrawal. Individuals only.