What can we do for you?

Some of our best ideas have come to us from our customers and neighbors.

We can certainly do things differently. Or introduce new products. Or do more of what we’re already doing.

Listening is something we’re pretty good at.

A recent example is our new checking account strategy. We’ve been told banks have too many checking account options which are confusing, fee riddled, and lacking in features. That’s why we now have one - NB Checking. It’s free, pays interest, and reimburses every ATM fee.

Listening to the community is also something we enjoy.

We believe in the concept of a virtuous circle in which the more the community does for us, the more we can do for you. Last year we supported the community work of nearly 300 organizations. We believe in what they believe in. That’s called localization and it couldn’t be more different than the globalized approach of huge banks.

We’re not perfect.

There must be something we can do for you whether you already bank with us or not. Maybe you’ve thought that supporting a community bank would be a good option, but you have questions. We’re here to answer those questions.

And, here’s something you won’t find at one of those big banks. A name, a phone number, and an email address. My name is Kris D’Andrea, my direct line is 781-474-5557, and my email address is KDAndrea@NeedhamBank.com. I’d like to hear from you. I may not have all of the answers, but I’ll work to get them for you.

What can we do for you?