

Saylor Kurt  
 Form 4  
 November 19, 2018

**FORM 4** UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
 Washington, D.C. 20549

OMB APPROVAL

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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
 Saylor Kurt

2. Issuer Name and Ticker or Trading Symbol  
 HEARTLAND FINANCIAL USA  
 INC [HTLF]

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

(Last) (First) (Middle)  
 1398 CENTRAL AVE  
 (Street)

3. Date of Earliest Transaction (Month/Day/Year)  
 11/19/2018

Director  10% Owner  
 Officer (give title below)  Other (specify below)

DUBUQUE, IA 52001  
 (City) (State) (Zip)

4. If Amendment, Date Original Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
				(A) or (D)	Price		
				Code	V	Amount	
Common Stock					0	D	
Common Stock					129,208	I	Trust <sup>(1)</sup>
Common Stock	11/19/2018		S	2,150 <sup>(2)</sup>	\$ 54.2701	I	Trust <sup>(1)</sup>
Common Stock	11/19/2018		S	1,430 <sup>(2)</sup>	\$ 54.6115	I	Trust <sup>(1)</sup>
Common Stock	11/19/2018		S	186 <sup>(2)</sup>	\$ 55.0231	I	Trust <sup>(1)</sup>

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Common Stock						51,423	I	Wife's Trust <sup>(3)</sup>	
Common Stock	11/19/2018		S	850 <sup>(2)</sup>	D	\$ 54,270.1	50,573	I	Wife's Trust <sup>(3)</sup>
Common Stock	11/19/2018		S	570 <sup>(2)</sup>	D	\$ 54,611.5	50,003	I	Wife's Trust <sup>(3)</sup>
Common Stock	11/19/2018		S	74 <sup>(2)</sup>	D	\$ 55,023.1	49,929	I	Wife's Trust <sup>(3)</sup>

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)	5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Amount of Underlying Securities (Instr. 3 and 4)	8. Price of Derivative Security (Instr. 5)	
				Code	V (A) (D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares
2018 Director Restricted Stock Units (retainer)	<sup>(4)</sup>					<sup>(5)</sup>	<sup>(5)</sup>	Common Stock	460 <sup>(6)</sup>
2018 Director Restricted Stock Units	<sup>(4)</sup>					<sup>(5)</sup>	<sup>(5)</sup>	Common Stock	1,235

## Reporting Owners

Reporting Owner Name / Address

Relationships

Reporting Owners

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Director   10% Owner   Officer   Other

Saylor Kurt  
1398 CENTRAL AVE  
DUBUQUE, IA 52001

X

## Signatures

/s/ Kurt Saylor

11/19/2018

\_\_Signature of  
Reporting Person

Date

## Explanation of Responses:

\* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

(1) These shares are held by Kurt M. Saylor Trust dated 1-6-1998 for which Reporting Person acts as trustee.

(2) Shares sold pursuant to 10b5-1 Plan effective November 12, 2018.

(3) These shares are held by Melissa J. Saylor Trust dated 1-6-1998 for which Reporting Person's wife acts as trustee.

(4) Each restricted stock unit represents a contingent right to receive one share of Issuer's common stock.

(5) These restricted stock units are granted under the 2012 Long-term Incentive Plan and are subject to a one (1) year vesting schedule.

(6) HTLF Directors may elect RSUs or cash for the retainer portion of their Director Compensation

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

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