



July 2010

Roanoke Postal Employees' Federal Credit Union

[www.rpefcu.org](http://www.rpefcu.org)

540-342-3429 or 800-342-3429

# CUTIPS

## Old Car vs New Car

### *making the right call*

Car repairs costing you more than a new car payment? Is the car in the shop more than it's on the road? In the past a typical pattern was to sell or trade a car after three years or so when it had less than 50,000 miles on the odometer and still carried strong resale value. But that seems to be changing. If blue smoke from the tailpipe or a slipping transmission seem to be signaling repairs ahead that could cost as much as the car is worth, don't wait. Sell it or trade it as soon as you can.

#### **What will it take to replace it?**

Before you get rid of the car in your garage, decide what you would need to put in its place. To replace the family's second car which has limited use (maybe one that is primarily used for local errands) you can look for a relatively inexpensive replacement. Remember to factor in not only car loan payments but also insurance and gasoline costs. A new car with better gas mileage could cut gas bills, but the cost to insure that new car likely will go up. If you're replacing a car that's used more often and/or for frequent longer commutes, then you'll need to consider high quality overall along with the gas mileage.



#### **How do you stand with your car loan?**

If you still owe on your current car, find out the payoff amount on the loan. Then go to the used car section on [kbb.com](http://kbb.com) and find out what your car is worth if you trade or sell it. If you're "upside down", you still owe more on the loan than the car is worth, consider driving it a while longer.

#### **How much warranty coverage do you have left?**

If you're considering keeping the car you have, a big worry is the possibility of having to pay for major repairs involving the engine or transmission. If the "power train warranty" that would cover such costs has expired, that's an argument on the side of changing cars.

#### **How do you decide whether to trade it or sell it?**

If you have made the call that the old car has to go, you then have another decision: Do you trade it in or sell it yourself? Trading it in, especially if you're buying a new car, is by far the easiest way to go. But selling it yourself could net as much as 15% to 20% more money.



In addition to the hassles of placing ads and taking phone calls if you sell the car yourself, you may have security concerns about having strangers come to your house to look at the car. Try advertising somewhere that is not for the general public. If you have access to a company or school newsletter, put the ad in there. Also, don't show the car at home. Get any would-be buyer to meet you in a public place — say a shopping center parking lot — and look at the car there.

And remember, one of our Financial Services Officers can help you size up your car loan options and help you into a new set of wheels.



# Jeff's Tip...

Drive down your debt - literally. If you've paid off your car (and want to keep it a few more years), then you've got a great vehicle for financing (no pun intended, but it works)! You can use your car title as collateral for your next loan.

Thinking about a dream vacation, college tuition, new appliances, or some remodeling? As your financial cooperative, we're solely focused on finding ways to put more money in your pocket. Our safety and soundness has been proven, even in economically challenging times. With you, our member-owners, at the heart of every decision we are making choices that will allow you (and future generations) to have a trusted place to save and borrow.



We don't simply offer a generic loan product. We consider all the options, and suggest a loan or savings vehicle that best suits your needs. There are many roads that can help you achieve your financial goals. We can help navigate you to the best route for you!

*Jeff*

## What's It Take To Be Excellent?

An 'Excellent' credit score is higher than you think. Be careful out there -- you may find that 720 isn't good enough anymore. To get the best interest rates on mortgages and other loans, many lenders now require a credit score of 760 or higher to be in the "excellent" category. For tips on how to score big, earn an excellent rating, and get the best rates, stop by the credit union. We can help.

## Need To Pay College Tuition?

Each year your RPEFCU awards ten \$1,000 scholarships in honor of Alec and Doris Alexander. This couple spent many years building our Credit Union with a sound foundation of quality member service and financial integrity that all members of RPEFCU still enjoy today.

Alexander Scholarship Applications are available now in the CU offices and online at [www.rpefcu.org](http://www.rpefcu.org). Applications must be postmarked no later than August 14th to be considered. Details and eligibility requirements can be found in the application.



## Annual Meeting New Location & Time!

This year our 60th Annual Meeting will be **Sunday, October 3**. We have a change of location too; we will hold our Annual Meeting at the **Salem Civic Center**. Registration and lunch will be 12 noon - 2:00 pm with the business meeting starting at 2:15 pm. Make plans now to join us!

## Upcoming Annual Meeting Deadlines

### August 24th

Nomination petitions for the Annual meeting election must be received in the Credit Union. No nominations are accepted from the floor. Any member who wishes to become a candidate, and has not already been presented as one by the Nominating Committee, can do so by submitting a petition. Petitions must be signed by 1% of the members with a minimum of 20 and a maximum of 500. Each nominee by petition must submit a statement of qualifications and biographical data with the petition. These items must be received in the CU main office by August 24th.

### September 28th

Mail-in ballots must be received in the CU.

## Voting In CU Lobby

### Main Office, Cave Spring, & Lynchburg

September 17th, 24th, and October 1st

## 2010 Holiday Closings

Your Credit Union will be closed for the following upcoming holidays...

### Labor Day

Monday, September 6

### Columbus Day

Monday, October 11

### Veterans Day

Thursday, November 11

### Thanksgiving Day

Thursday, November 25



We're sooooo excited to have had so many members who went through our Financial Fitness program! It's the first step in a healthier financial lifestyle. If you weren't able to do the financial workout with us, but would like to, call us. We'll be happy to talk with you about how you can get your finances in better shape!

## Sam's Club

A Sam's Club representative will be on-site in the CU lobbies to make it convenient for our members to sign up or renew Sam's Club memberships. A one-year membership to Sam's is \$40. Sign up or renew at the CU during the times below and receive a \$10 gift card too!

### Lynchburg & Roanoke Offices

August 5                      11 am-3 pm  
November 10                11 am-3 pm

## PLAYING TUG-OF-WAR WITH SAVING?

Are you winning the savings tug-of-war game? If you're not careful you could end up on your face or hit bottom! Be sure you put a great anchor in place!



It's just like the weather...not all days are sunny and warm. Sooner or later, you're going to have a rainy day. When it calls for rain you probably grab an umbrella on the way out the door. Are you prepared for a financial rainy day?

Knowing you should save and actually doing it are two very different things. If you find it difficult to save, then consider our Jump Start Savings account. Before you know it your family will be looking at a brighter financial future!

### What you get...

- up to 150% of your current savings to spend on the things you need now
- a low loan payment for 12 months at 10% APR
- an easy and pain-free way to build a larger savings account

### How to qualify...

- Be a member in good standing with RPEFCU
- Be on the job for at least one year
- Have direct deposit into your RPEFCU checking account
- Bring us your savings, or tax refund check for deposit into your Jump Start account
- Have your Jump Start payment automatically deducted from your RPEFCU checking account

### For example...

- You bring in \$600 for a Jump Start Savings.
- We hold your \$600 deposit and lend you \$900 (150%).
- You make equal payments over the next 12 months (if you're paid bi-weekly your payment would be only \$46.42 -- with \$10 of each payment going into your Jump Start Savings).
- At the end of 12 months, you have more than \$860 in your Jump Start Savings account.

### Your options...

- At the end of the 12 months you can choose to
- borrow up to another 150% of your savings (\$1,290 in the example above); or
  - continue to save on your own and not borrow more.



Money Mondays is an ongoing series of **free financial seminars** for anyone who would like to know more about basic budgeting, savings, and credit topics. Learn useful tips and tools to help you better brave the economic ups and downs.

### Where:

The Virginia Western Community College Natural Science Center, which is located behind the VA Western Arboretum, accessed from Colonial Avenue, then turn onto Winding Way Road near the crossover walkway.

### What:

Navigating the Free Credit Report  
July 19, 2010

Investing Basics  
August 16, 2010

### When:

6:00 pm - 7:30 pm

If you're interested in attending, please let us know. Please include your name and phone number with your reservation.

### Phone:

(540) 378-8939

### Email:

RSVP@moneymondays.net

## Guess who's got your number...

### Nobody!

That's because we're taking extra steps to protect your identity. We now have a random numbering system for your Debit and ATM cards. As your card renews, you'll see the new random numbering on the card. Please let us know if you have any questions, comments, or concerns. We're working hard to protect your hard earned money!



## Did You Know...

according to Sallie Mae's 2009 National Study of Usage Rates and Trends:

- \* Undergraduates are carrying record-high credit card balances — an average of \$3,173. Seniors graduate with an average balance of \$4,100;
- \* Eighty-four percent had at least one credit card, and half the students have four or more;
- \* Less than one out of five students pay off balances each month;
- \* Ninety-two percent of students charge textbooks, school supplies, or other education expenses; and
- \* Food (84%), clothing (70%), and cosmetics (69%) are also frequently bought on credit.

Your CU offers low-rate credit cards with just the right limit for YOU.

## They Say A Picture Is Worth A Thousand Words

It may be, but we think it's worth a \$50 gift card too! We're celebrating our 60th Annual Meeting this year with a trip down memory lane! Bring or mail in a photo of RPEFCU offices, staff, volunteers, or events from the past and you'll be entered in a drawing for a \$50 gift card. Just be sure to include your name, address, and phone number.

*One entry per member. By submitting the photo you agree that RPEFCU may copy and/or use the photo without restriction. If you would like the photo returned, please include a self-addressed envelope.*



# CU Info

## Mailing Address

P.O. Box 12405  
Roanoke, VA 24025-2405

## Main Office (Main Post Office)

419 Rutherford Ave.  
Roanoke, VA 24022-9100  
Phone: 540-342-3429  
Toll Free 800-342-3429  
Fax: 540-345-0500  
email: rpefcu@rpefcu.org

## Cave Spring Office

4025 Brambleton Ave.  
Roanoke, VA 24018-3426  
Toll Free: 800-342-3429  
Phone: 540-342-3429

## Lynchburg Office (Main PO)

3300 Odd Fellows Rd.  
Lynchburg, VA 24506-9100  
Phone: 434-845-2481  
Toll Free: 877-845-2481

## PAL Audio Banking

Toll Free: 888-450-2345  
Roanoke: 540-855-3600

## To report a lost or stolen card during non-business hours:

Debit Card 800-472-3272  
Credit Card 800-325-3678  
ATM Card 800-854-6219

## Online

www.rpefcu.org

## Hours

Mon., Tues., Thurs.  
8:00 am - 5:00 pm  
Wednesday  
9:00 am - 5:00 pm  
Friday  
8:00 am - 5:30 pm

## Hours

Mon., Tues., Thurs.  
9:00 am - 5:00 pm  
Wednesday  
10:00 am - 5:00 pm  
Friday  
9:00 am - 5:30 pm

## Hours

Mon., Tues., Thurs., Fri.  
8:30 am - 5:00 pm  
Wednesday  
9:00 am - 5:00 pm

## Bill Pay Helpline

866-215-5159

## You Could Win \$25

Members age 23 and older, in good standing, could win \$25! All you need to do is answer the following questions that relate to the articles in this CU-Tips edition. Answer all of them correctly and you will be entered to win 1 of 4 drawings for \$25! The deadline for submitting quiz entries is August 13, 2010. One entry per member please!

- True  False If you're "upside-down" on your car loan then you should drive it a little longer-buying a new car just wouldn't make good financial sense.
- True  False Alexander Scholarship applications are available now online and in the CU lobby. Applications must be postmarked by August 21st.
- True  False This year's Annual Meeting will be Sunday, October 5th at the Salem Civic Center.
- True  False Members can sign up for a Sam's Club card in the CU lobby on August 5th.
- True  False There's a FREE informational session on Investing Basics on August 16th.

Name: \_\_\_\_\_

Member #: \_\_\_\_\_ Date : \_\_\_\_\_

SEND YOUR ENTRY TO:

Roanoke Postal Employees' FCU  
ATTN: CU-Tips Quiz  
PO Box 12405  
Roanoke, VA 24025-2405

## CU-Tips Quiz Winners From April

Maurice Fisher - Troutville, VA      Ralph Leslie, Jr - Roanoke, VA  
Adam Phlegar - Vinton, VA          Kimberly Rice - Gretna, VA

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