



April 2009

Roanoke Postal Employees' Federal Credit Union

www.rpefcu.org

540-342-3429 or 800-342-3429

CUTips

We Now Offer Mortgage Loans!

We've partnered with Member Options, a credit union owned mortgage service provider, to ensure our members have a trusted source for mortgage financing. Through this partnership, we offer a wide variety of Conventional, First-Time Home Buyer, Jumbo, Reverse, USDA (100% financing for rural properties), Manufactured Homes, FHA and VA mortgages for primary residences, second homes or investment properties.

And best of all, our mortgage team offers extensive free help throughout your mortgage financing process, including: assistance with budgeting; a variety of mortgage education seminars; and getting preapproved so you know how much house you can afford before you shop. Unlike some lenders that look at you as a potential profit resource, our business purpose is to provide tools for you to be financially successful. Watch for upcoming invitations to our free mortgage education seminars.



For more information or to start your mortgage application process, see our new Mortgage WebCenter on our web site at www.rpefcu.org or call the credit union at 540-342-3429 or 800-342-3429 to speak with a Financial Services Officer today.



Do I choose Debit or Credit?

Using your Debit card gives you options. You can choose to use it as a "Debit", meaning you must enter a PIN (personal identification number) and the money is immediately deducted from your account. The other option is to select "Credit" when using your Debit card. By selecting "Credit" you will need to sign the receipt and a hold is placed on your checking account funds for the amount of the transaction until it is processed by the Credit vendor.

So which one is best? While both are perfectly acceptable ways to do business, here's something to consider as a member-owner of your credit union... By choosing "Credit", the credit union receives money called interchange income for each transaction to offset the expense of offering the program. On the other hand, the credit union pays a fee for each "Debit" transaction. As you know, by being a financial cooperative, the profits of the credit union are given back to members in enhanced services, lower loan rates, and higher dividend rates. Therefore, if you choose the "Credit" option which offsets the cost to the credit union, it's like money in your pocket too!



Mortgage Q & A

Doesn't RPEFCU already offer Mortgage loans?

RPEFCU currently offers 1st mortgage loans up to 10 years with a fixed rate. We also offer a variety of home equity and second mortgage products. However, our new partnership with Member Options allows us to offer you long term, fixed rate mortgage financing.

Will this mean I can get a 30-year 1st Mortgage loan?

You will be able to choose from a variety of loans (up to 30-year term) and select the one that best fits your needs.

Will my loan be with RPEFCU?

Because of our size and the interest rate risk associated with long term fixed rate mortgages, RPEFCU cannot carry these kinds of loans on our books. Instead, we will get the process started with you and Member Options will take you the rest of the way. Member Options has three investors they have partnered with to find the best deal for you. Although your loan will not be with RPEFCU, we can help get your payment set up to come directly from your RPEFCU account.

What will my rate be?

Rates will vary on loan type, term, market conditions, etc. For current rates, speak with a Financial Services Officer or online by checking out our new Mortgage WebCenter.

How do I apply? Can I apply online or do I need to come in?

You may apply with one of our FSOs in person or online - the choice is yours.

Talking To Your Kids About The Economy

It's not something that comes to mind necessarily, but it's a good idea to find out what your children have heard or are thinking about the economy. You may find you need to reassure them, especially if your family has experienced job loss or cut backs. Speak with them on their level. Obviously you'll have a different conversation with a teenager than you would a 1st grader. You may want to start by asking questions, then build on what they already know.



They need to know the "big picture", how your family is affected (your personal situation), and that you have a plan. Explain what might need to change for a while, like fewer toys or family outings to the movies or that you'll be eating at home more instead of going out to a restaurant.

Teaching our children how to use money wisely is an important skill - use this opportunity to reinforce good financial habits. Once they develop good financial habits they will be ensured a financially secure future - able to weather the economic ups and downs without panic.

Money Matters...

Have kids who are starting summer jobs?

Encourage them to open a RPEFCU account (if they haven't already) to start saving those funds for their car, insurance, college expenses, etc. Prepare them for college and the 'real world' with good financial habits today - your credit union is a great place to start.

Have kids headed to college this year?

RPEFCU may be able to help ease the financial burden with scholarship and student loan opportunities. Talk to a Financial Services Officer today to learn more about how we can help you.

Alexander Scholarships

Each year your credit union 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. Applications will be available May 1st in the CU offices and online at www.rpefcu.org. Details and eligibility requirements can be found in the application.



Money Mondays!

Money Mondays is an ongoing series of free seminars provided by some local credit unions and educational organizations (including RPEFCU). The purpose of these FREE seminars is to help people with the facts and practical skills to better manage their money, get and stay out of debt, and afford the lifestyle we all want.

Where: Virginia Western Community College Natural Science Center (located behind the VA Western Arboretum, accessed from Colonial Avenue, then turn onto Winding Way Road near the crossover walkway).

When: 7:00 pm - 8:30 pm

What:

Handling Your Money - April 27th
Savings Made Simple - May 11th
Taking Charge of Your Credit Card - June 22nd

A VISA® Gift Card drawing will be held at every seminar. Those who attend all three seminars will be eligible for a more substantial VISA® Gift Card award.

Please register by phone or e-mail so that we may prepare enough materials. We ask that you include your name, phone number, and how many will be in attendance.

Phone: (540) 378-8939

Email: RSVP@moneymondays.net

Larry Won A \$100 Gift Card!

Thanks for all the great responses to our newsletter survey in the last newsletter! Many of you shared your opinions - thank you! The survey showed you prefer to have the newsletter either quarterly or monthly (results were neck and neck). For now, we'll leave it quarterly and toss around some creative (and cost effective) ways to get news to you more frequently. Members can always find the latest information online as well at www.rpefcu.org.

Naturally, the preferred method of delivery is direct mail. The length of the current newsletter seems to be the right amount of news for the majority as well...in depth, but a quick read on timely topics.

Thanks, again, to everyone who took the time to share some comments. Your input really does help us provide what you, our members, want and need from your credit union.

From all the responses submitted, Larry Pollard's survey was randomly drawn as the winner of the \$100 gift card. Larry lives in Amherst and works at the Monroe Post Office. Congratulations, Larry!



What Does Jeff Think?



Bailouts, natural person credit unions vs corporate credit unions, financial failures and mergers....it can all be quite confusing, and scary if you don't understand the facts. On Friday, March 20th, The National Credit Union Administration (NCUA) placed U.S. Central Credit Union (US Central), Lenexa, Kansas, and Western Corporate Credit Union (Wescorp), San Dimas, California, into conservatorship to stabilize the corporate credit union system. Both credit unions are corporate credit unions and do not serve consumers. The NCUA's actions on Friday have no impact on the members of Roanoke Postal EFCU.

As your CEO, I wanted to make sure that any of our 11,000+ member-owners reading this news do not confuse these two corporate credit unions with credit unions, such as Roanoke Postal, that serve consumers. Natural person credit unions - like Roanoke Postal - remain very strong with net worth averaging more than 10% of assets. Our own credit union is even stronger, with net worth in excess of 12% of assets.

I want to remind all of our members that their deposits in Roanoke Postal Employees' FCU are federally insured to at least \$250,000 by the National Credit Union Administration and backed by the full faith and credit of the United States.

Again, the government's actions with US Central and Wescorp have no direct impact on the members of Roanoke Postal EFCU. If you have any questions about the NCUA's actions related to the two corporate credit unions, you may e-mail me at rpefcu@rpefcu.org.

Sincerely,
Jeff

Jump Start Your Savings

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.



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, tax refund, or stimulus 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.

Mark your calendar now...
Annual Meeting is Sunday, October 4, 2009

Volunteer Opportunities

The Nominating Committee is now seeking interested RPEFCU members to serve on the volunteer Board of Directors. The Board of Directors represents the membership, meets monthly, and sets the strategic direction of the credit union. Board positions are 3-year terms.

All candidates must be available to attend regularly scheduled meetings. If you would like to be considered as a candidate for an open position on the Board of Directors, please contact Rose Hoback at the credit union no later than June 1, 2009 at 540-342-3429 or rose.hoback@rpefcu.org. Someone from the Nominating Committee will contact you to further discuss these volunteer opportunities.



Your Credit Union will be closed for the following holiday...

Memorial Day
Monday, May 25, 2009

Hocus-pocus - my money grew!

Well, maybe it's not that easy to save, but by teaching kids from a young age, it can be. As they grow to tweens and teens, they'll have one of the most difficult aspects of saving under their belt--being consistent.

Here are just a few examples to help teach kids of different ages about the magic of saving:

- Play grocery store or credit union/bank. Help them use a pretend cash register.
- At the grocery store, let kids of all ages help you shop. Teach them how to comparison shop-show them that for every item, there may be similar brands for less or on sale.
- As kids get older, give them a set amount to spend when shopping and show them how to get the most for their money by shopping the sales or clearance sections. Then talk about the dollars you spend on their items, activities, or services.
- Have children set aside part of their allowance (or other money received) for saving, and the rest can be spent or used for sharing.
- Show children their credit union account statements and how they are earning dividends on their savings.
- As kids reach high-school age, clarify what you will pay for and what your children are responsible for...like how much you'll contribute to new shoes and if the ones they want are more expensive, then they have to pay the difference.



April 20-24, 2009 is a magical time for savings at the credit union! Be sure to check out your kids' newsletter for details on our special savings week and new savings incentive program for youth 17 and under.

You Could Win \$25

Members 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 May 15, 2009. One entry per member please!

- True False RPEFCU now offers a wide variety of mortgages through Member Options.
- True False There are FREE classes on saving, credit, and handling your money on designated Mondays at Virginia Western's Natural Science Center.
- True False My money at RPEFCU is safe. It is insured up to 250,000 by the National Credit Union Administration.
- True False RPEFCU will again award ten \$1,000 scholarships this year, in honor of Alec and Doris Alexander, through the Alexander Scholarships.
- True False There will be special savings incentives for youth age 17 and under during the week of April 20-24.

Name: _____

Member #: _____ Date : _____

SEND YOUR ENTRY TO:

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

Roanoke Postal Employees'
Federal Credit Union
PO Box 12405
Roanoke VA 24025-2405

