



Farmers Insurance Group  
Federal Credit Union

# Money Matters

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

July 2008

## Your Help Made a Difference!



Thanks  
to all our  
members  
who helped  
make a  
difference  
on  
Be a Hero for  
Babies Day!

Pictured from Left to Right: Julie Gehring, March of Dimes Vice President of Corporate Relations, Doug Onyon, Farmers Vice President of Corporate Communications, Jane Massey, March of Dimes Chief Operating Officer, Mark Herter, FIGFCU President/CEO and Doris Dunn, Farmers Director of Corporate Communications CPCU, CIC, ChFC.

Farmers Insurance Group Federal Credit Union's members and employees raised over \$27,000 for the March of Dimes Be a Hero for Babies Day.

The Credit Union donated 1% of all Visa® Check Card purchases made by members and \$5 for every new checking account between March 15 and April 30, 2008, up to \$22,000. FIGFCU employees raised over an additional \$5,000 by participating in local fundraising events.

"I was thrilled to see employees and members team up again this year and make our largest donation ever to the March of Dimes!" said Mark Herter, president and CEO of the Credit Union.

### What's Inside:

- ◆ Letter from the CEO
- ◆ Go Green with Online Banking
- ◆ Special Offers on Real Estate Loans
- ◆ Loan Rates



**Used Auto Loan Rates As Low As 4.37% APR<sup>3</sup>**

Get Blue Book trade-in value on your vehicle plus \$500<sup>4</sup> when you purchase a vehicle from Enterprise Car Sales and finance with FIGFCU.

Visit **figfcu.com** or call **800.877.2345** to learn more.



Get pre-approved before you shop. Apply online at **figfcu.com**.

# President's View

Most of us have been on a team at some point in our lives, be it in sports, business, academe, religion, politics, or family. Any good team I've ever been on has always stressed the fundamentals. The coaches always asked me and my teammates to "just do the basics," and the wins will come. However, the reality is that "just" doing the fundamentals consistently is not so easy, is it? It takes hard work, self-discipline, dedication, perseverance, and almost always, integrity as well. And some basic level of being blessed with the mind and body to enable the game plan to be carried out, that is to say, having the necessary skills to succeed is required too. But notice, I mentioned those character traits first. Without those in the right orientation, the mind and body, no matter how strong, will count for little. The smartest Einstein in the world would count for little without the commitment and dedication needed to pursue and achieve a goal.

So, in what most of us feel is a rather challenging set of economic circumstances right now, what are the right priorities? We all have to decide them for ourselves. But we do have to proactively decide them, and then act. Let's not let financial circumstances wash over us like a tsunami. There are two perennial building blocks to achieving financial stability: First, pay

all your bills on time in the correct amount due. Not only does that build up a strong credit report (FICO score), it also builds self-esteem. Those of us who have been doing that for years no longer think much about the self-esteem factor, but think back to when you were first starting out, trying to build your credit. It always felt good, and still does, to pay those bills on time. It proves that you have accomplished something positive.

The other fundamental building block is to be on a regular personal or small business "reserves accumulation" plan, otherwise known as savings. Having savings takes the satisfaction of having a strong credit report out a further step: it might just mean that you won't have to come to your friendly Credit Union for a loan! In other words, you're doing something to build up your own independent financial strength, and the Credit Union will be there as your source of lending funds, your back-up, whenever you need us. And with your good credit, we'll be only too happy to lend to you if and when you need it.

Coach your children, your new employees, your family members, and yes, coach yourself to save regularly and pay your bills on time. Two really basic, but magically powerful elements of a sound personal financial plan.



Most people who fail to create sound financial footing for themselves fail not because they don't know all the ins and outs of complex financial matters, but because they lack focus and commitment to do these basic first two things consistently.

Along the way to your own financial success, be sure to take advantage of our great electronic services for both convenience and financial value. Are you on direct deposit of your net pay or net folio with us? If not, check with one of our Branch Counselors or Call Center reps, and we'll explain our \$50 cash offer and 1% rebate on certain loan products or any share certificate as well! What about Internet banking? Do all your basic transactions, and much more, free 24/7, and stop having to call us or come in to a branch to do things you could do from home or work in a matter of seconds, and save your productive work time and gas expense! The money you save could help build one of your fundamental financial building blocks.

*Mark Herter*

Mark Herter  
President/CEO

## FROM PAGE 1 AND 4

<sup>1</sup>APR = Annual Percentage Rate. All loans and rates are subject to credit approval. Discount rate applies to new fixed rate home equity loans only at 85% LTV or less. Owner-occupied residences only. After 180 days, the rate will convert to the current FIGFCU Home Equity Loan rate based on the qualification criteria of the original application. FIGFCU Home Equity Loans are only available in AZ, AR, CA, CO, ID, IL, IN, KS, MI, MN, MO, NV, NM, OH, OK, OR, TN, UT, WA, and WI. Offer expires July 31, 2008.

<sup>2</sup> 1% offer applies only to residential First Mortgage Loans or Commercial Real Estate Loans. The funded loan must be for a qualified FIGFCU member of either a new First Mortgage or Commercial Real Estate Loan (purchase money) or refinancing of a loan not currently held by FIGFCU. Only commercial real estate loans funded directly through FIGFCU qualify for the rebate. The rebate will be deposited to the member's S1 Share Savings account within 30 days after loan funding. Rebate amount will not exceed \$2,000 for any one loan. Offer is not valid on the Home Loan Assistance Program (first-time homebuyer program). Offer valid on loans with application dates after 4/14. Limited time offer. Call for details. Loan must fund within 60 days of the application or the offer is invalid. All loans are subject to credit approval.

<sup>3</sup>APR=Annual Percentage Rate. Rate shown is FIGFCU's preferred rate based on credit worthiness, 36 month term, 80% financing, and Direct Deposit discount. 100% Financing available including Tax, Title and License. Financing for qualified Farmers Insurance Group Federal Credit Union members. Not all buyers will qualify. After appraising your vehicle's condition and verifying its mileage, Enterprise will determine the Blue Book Trade-in Value. Accurately appraising the condition of the vehicle is an important aspect of determining the Blue Book Trade-in Value. If a Blue Book Trade-in value is not available, Enterprise will determine a fair and competitive trade-in value for customer's vehicle.

<sup>4</sup>Additional \$500 is not available on a vehicle if a Blue Book Trade-in Value is not available. Customer is responsible to any extent vehicle loan pay-off exceeds Enterprise offer. Customer must provide required proof of ownership/registration and all other necessary paperwork to transfer title. Offer valid only when an Enterprise Car Sales vehicle is purchased. Restrictions apply. Offer valid 7/1/08 - 7/31/08. The "e" logo, Enterprise, and "Haggle-free buying. Worry-free ownership." are trademarks of the Enterprise Rent-A-Car Company. All other trademarks are the property of their respective owners. ©2008 Enterprise Rent-A-Car Company.

## HOLIDAY CLOSINGS

.....  
**Independence Day**

**Friday,  
July 4, 2008**

.....  
**Labor Day**

**Monday,  
September 1, 2008**

# Go Green with Online Banking



Manage your accounts anytime from anywhere with PC-TIED online banking and do your part to help the environment. Just by switching to eStatements and by receiving and paying bills online each year the average household can:

- Save 6.6 pounds of paper
- Avoid use of 4.5 gallons of gasoline to mail bills, statements, and payments
- Avoid release of 63 gallons of wastewater into the environment
- Avoid producing 171 pounds of greenhouse gas emissions

Using electronic services is not only good for the environment, but it's also more convenient and secure than paper. With PC-TIED online banking, you can check balances, review account history, and transfer funds immediately. Plus, you'll find these valuable, time-saving services as well.

## ♦ **Electronic Bill Pay**

Pay your bills online quickly and securely. Make one-time or recurring payments and easily track your bill payment history.

## ♦ **eStatements**

Your eStatement includes all of the information normally found in your monthly or quarterly statements including special rates and offers. So you won't miss a thing. And you'll have it faster than your paper statements.

## ♦ **CU Money Mover**

Transfer money between your FIGFCU account and an account at any other financial institution. Enroll now and you'll be ready to use CU Money Mover whenever you choose.

## ♦ **CU Alerts**

Receive email notices and stay in touch with your money. With CU Alerts, you can be notified when checks clear, loan payments are due, your account falls below a certain amount, and more.

Log into PC-TIED online banking and see for yourself how easy it is to be eco-friendly. Never used PC-TIED? Call us at **800.877.2345**, option **7** to get started.

<sup>1</sup>. Project Performance Corp for the PayItGreen Alliance, 2008 | Sources:

Environmental impact estimates associated with paper reductions were made using the Environmental Defense Paper Calculator. For more information visit <http://www.papercalculator.org>.

Greenhouse gas emissions estimates associated with transportation of paper bills and payments were made using the World Resources Institute (WRI) Mobile Combustion CO2 Emissions Calculation Tool. For more information visit <http://www.ghgprotocol.org/calculation-tools/service-sector>.

Greenhouse gas emissions equivalency estimates were made using the Environmental Protection Agency (EPA) Greenhouse Gas Equivalencies Calculator. For more information visit <http://www.epa.gov/cleanenergy/energy-resources/calculator.html>.

Statistics defining the number of paper bills, bill payments, and statements mailed in 2006 were provided by: "The Household Diary Study: Mail Use & Attitudes in FY 2006." United States Postal Service (Washington, DC: March 2007). For more information visit <http://www.usps.com/householddiary/welcome.htm>.

# LOAN RATES

## AUTO

### Fixed Rates

% Financed	Term	NEW Loan (APR as low as*)	USED (APR as low as*)
80%	36 mo.	4.12%	4.37%
	60 mo.	4.37%	4.62%
	72 mo.	4.56%	4.81%
90%	36 mo.	4.37%	4.62%
	60 mo.	4.62%	4.87%
	72 mo.	4.81%	5.06%
100%	36 mo.	4.62%	4.87%
	60 mo.	4.87%	5.12%
	72 mo.	5.06%	5.31%

## HOME EQUITY\*\*

Terms up to 240 months

% Financed	Fixed Rate (APR as low as*)
85% or less	3.99% <sup>†</sup>

First 6 months offer

## HOME EQUITY LINE OF CREDIT\*\*

% Financed	Variable Rate (APR as low as*)
80% or less	6.43%
81-85%	7.43%

## MORTGAGE LOANS

Please call **800.877.2345** ext. 677 for the most current mortgage rates.

\*APR = Annual Percentage Rate. Rates listed are current as of 6/25/08 and are subject to change without notice. Rates listed are FIGFCU's preferred rates based on applicant's creditworthiness and Direct Deposit discount of .25%, if applicable.

<sup>†</sup>After 180 days, the rate will convert to the current FIGFCU Home Equity Loan rate based on the qualification criteria of the original application. Other rates and terms are available.

\*\*Rates shown are for Owner-Occupied. Home Equity Loans and Lines of Credit are available in AZ, AR, CA, CO, ID, IL, IN, KS, MI, MN, MO, NV, NM, OH, OK, OR, TN, UT, WA, and WI.

# LIMITED TIME OFFERS ON LOANS

## Home Equity Loans

Borrow up to \$350,000 with a term up to 20 years. And you'll pay no fees if the loan is funded.

## First Mortgage and Commercial Real Estate

Get 1% of the loan amount, up to \$2,000 when you finance with FIGFCU.



To learn more or to apply for a real estate loan, log onto [figfcu.com](http://figfcu.com), call **800.877.2345** or visit your local FIGFCU branch.

See page 2 for complete details.



Quarterly publication of Farmers Insurance Group Federal Credit Union

© 2008 by Farmers Insurance Group Federal Credit Union. All rights reserved.

Farmers Insurance Group Federal Credit Union serves agents, employees, retirees and their families of Farmers Insurance, as well as some select employer groups. Service is provided nationwide via 18 offices and through diverse remote electronic channels.

**NCUA** Your non-IRA savings are federally insured to \$100,000, IRAs to \$250,000, by the NCUA, National Credit Union Share Insurance Fund, an arm of the NCUA, National Credit Union Administration, a U.S. government agency.

**ASI** Additional coverage of \$100,000 on share certificates and \$250,000 on IRA accounts provided through American Share Insurance, a private Credit Union insurer, at no additional direct cost to our members.

**Equal Housing Lender** We do business in accordance with the Federal Fair Housing Law and The Equal Credit Opportunity Act.

### BOARD OF DIRECTORS

Laszlo Heredy, Chairman of the Board, Managing Director - Senior Vice President - Chief Investment Officer, Farmers Group, Inc.  
Jan Larsen, Retired, Secretary/Treasurer. Michael Ashe, Agent. Frank Ceglar, VP & Associate General Counsel-Property & Casualty. Kenneth Carroll, Retired. Ed McMahan, District Manager. Marilyn Huntamer, Agent.  
Roy Smith, Senior Vice President, Field Operations. Jim Snikeris, Executive Director.

### Supervisory Committee:

Andy Purl, Chairman, Director, Risk/Audit Services. Fred Galindo, Accounting Supervisor/Payroll. Lewis Williams Director of IS Budgets and Administration. John Steins, Director-Commissions.

### Executive Editor:

Mark Herter, President/CEO.

**Contributing Editors:** Marissa Lott, Marketing Specialist. Beth Rodgers, VP Marketing.

To assist members in sound financial planning and in the evaluation of financial institutions, *Money Matters* is published by: **Farmers Insurance Group Federal Credit Union. P. O. Box 36911 Los Angeles, CA 90036-0911**

**MISSION:** Providing value, safety and service to enhance our members' financial lives.