

# Notice of Annual Meeting

Please mark your calendar  
**Wednesday, April 22, 2015 at 12:30PM PT**  
Farmers Insurance Group Federal Credit Union  
4601 Wilshire Boulevard, Suite 110, Los Angeles, CA

All members are invited to Farmers Insurance Group Federal Credit Union's (the "Credit Union's") Annual Meeting, which will be held on Wednesday, April 22, 2015, at 12:30PM PT. The Annual Meeting will be held at the Credit Union's headquarters, located at 4601 Wilshire Boulevard, Suite 110, in Los Angeles, California.

Members will have a chance to meet the staff and officials who make our Credit Union work. The Credit Union will provide reports on our current financial status, our plans for the future, and announce the results of our election.

## Notice of Nominees

The Credit Union's Board of Directors has appointed a nominating committee to nominate at least one (1) nominee for each vacancy in accordance with the Bylaws. Under the Credit Union's Bylaws nominating policy, the nine (9) members of the Board of Directors should consist of the following:

The Board of Directors shall be comprised of individuals with a solid business cross-section from various fields of expertise. Further, and in particular, the Board shall represent the Farmers agency force, all retirees, and Farmers corporate employees.

In accordance with the nominating policy under the Bylaws, the members of the Nominating Committee for the 2015 Credit Union Election have nominated four (4) candidates on the ballot roster for four (4) open positions on the Board of Directors. Unless there are additional candidates nominated by petition, the four (4) candidates nominated by the nominating committee will serve on the Board of Directors. Three (3) of the nominees will each serve for three (3) year terms, while Danny Davison was appointed to complete the remainder of Kenneth Carroll's term, until April of 2017.

If there are additional nominations by petition, there will be an election by mail ballot. In that case, the candidates receiving the highest number of votes in the election will each serve their appropriate terms.

The four (4) candidates selected by the Nominating Committee are set forth on the attached statement of qualifications and biographical data.

## Petition for Nomination

Any member who wishes to petition for nomination to serve on the Board of Directors may do so by submitting a petition for nomination with the original signatures of at least 430 Credit Union members no later than 3:30PM PT on Friday, March 13, 2015. Each nominee by petition must submit a signed certificate stating that the nominee is agreeable to nomination and will serve if elected. The nominee should include a statement of qualifications and biographical data with his or her certificate. Anyone wishing to use the petition process should contact Gladys Garcia at the Credit Union at 323.209.6006. A posting of all nominees will be made at each Credit Union branch by Wednesday, March 18, 2015.

Please note that there will be no nominations from the floor at the Annual Meeting because nominations are only permitted by petition or by the Nominating Committee.

## Voting Procedure

As noted above, the Nominating Committee has nominated one (1) candidate for each position to be filled on the Board of Directors. If the Credit Union receives one (1) or more additional, valid petitions for nomination, there will be more nominees than positions to be filled. In that case there will be an election.

An election, if necessary, will be determined by plurality vote and will be conducted by mail ballot, which will be mailed on or about Wednesday, April 1, 2015.

# Loan Rates

## AUTO Fixed Rates

% Financed	Term	Fixed (APR <sup>1</sup> as low as)
80%	48 mo.	1.24%
	60 mo.	1.74%
100%	48 mo.	1.74%
	60 mo.	2.24%

## AGENCY SECURED<sup>2</sup> Terms up to 84 mo.

TYPE	Rate (APR <sup>1</sup> as low as)
Variable	3.99%
Fixed	4.99%

## AGENCY SECURED LINE OF CREDIT

TYPE	Rate (APR <sup>1</sup> as low as)
Variable	4.74% <sup>3</sup>

<sup>1</sup>APR = Annual Percentage Rate. Rates listed are current as of 12/23/14 and are subject to change without notice. Rates shown are our preferred rates based on credit worthiness and a 0.50% Direct Deposit/Folio Direct Deposit discount, if applicable and a 0.25% discount when you purchase through the FIGFCU Car Buying Service. <sup>2</sup>Borrow up to 60% of Contract Value if you are a DM or your average monthly sales count is 150+. Otherwise, borrow up to 50%. <sup>3</sup>Borrow up to \$50,000. Rate listed includes repayment from checking with Folio Direct Deposit discount of 0.25%.

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responsibilities that you must pay and forms you must file. They include social security and Medicare taxes, federal income tax withholding, and Federal Unemployment Tax.

**Excise Tax** – These taxes are for those who manufacture or sell certain products, operate certain kinds of businesses, use various kinds of equipment and facilities or receive pavements for certain services. For more information, visit [www.irs.gov](http://www.irs.gov).

Whatever taxes you must pay for your agency, it is certain that you will have a tax bill to pay throughout the year, which is why we offer a free Tax Saver Savings Account. You can set up automatic deductions from your folio and earn 0.50% APY on your money. Take the stress out of paying back the IRS and let us help you start a tax savings plan.

Source: Internal Revenue Service ([www.irs.gov](http://www.irs.gov))

## New Year, New Home

Get \$300 towards closing costs when you finance with FIGFCU<sup>1</sup>

Offer ends March 31, 2015.

I have only positive things to say about FIGFCU's role in getting me a loan for my new condo...they were prompt and responsive. Thanks for a job well done!  
-Michael S., FIGFCU member



FIGFCU 106154 408077, CDF 106154 26418, Equal Housing Lender. <sup>1</sup>The special promotional offer is available to all qualified Farmers Insurance Group Federal Credit Union (FIGFCU) members who apply for a mortgage loan and submit their applications to Community Mortgage Funding, LLC ("CMF") 11/20/15 to 3/31/2015 and fund their loan with CMF by 4/30/15. All loans are subject to credit approval. The funded loan must be for a qualified FIGFCU member applying for a new money home loan or refinance. The \$300 rebate will be applied as a credit towards closing costs at the time of loan settlement. Call 800.877.2345 for details. FIGFCU is federally insured by the National Credit Union Administration, and conducts business in accordance with Federal Fair Lending Laws, Community Mortgage Funding (CMF) is our credit union-owned mortgage company. CMF is licensed by the following states: Arizona Mortgage Banker License no. BC 024262 BRBR 0118539; California Department of Corporations under the California Financial License, license number 0028000; Texas Department of Savings and Mortgage Lending, under the Credit Union Service Organization License, license no. 46884; Colorado Mortgage Company, Registration no. 266418; Oregon Mortgage Lending license no. 06 50296 Ohio Mortgage Act CDFI Lenders no. 5463 COR0046; Kansas Mortgage Company License no. 06 002040; Washington Mortgage Broker License no. CL 266418; Michigan 1st Mortgage Broker/Lender Registration no. R0018175; Oklahoma License no. M0002423. Pursuant to the requirements of section 512.001 of the Mortgage Broker Registration and Residential Mortgage Loan Originator Act, Chapter 152, Texas Finance Code, you are hereby notified of the following: consumers wishing to file a complaint against a mortgage banker or licensed mortgage banker residential mortgage loan originator should complete, sign and send a complaint form to the Texas Department of Savings and Mortgage Lending, 2601 North Lamar, Suite 201, Austin, Texas 78705. Complaint forms and instructions may be downloaded and printed from the department's website at [www.sml.texas.gov](http://www.sml.texas.gov). A toll-free consumer hotline is available at 877.276.5550, by fax at 512.473.1560, or by e-mail at [complaint@tdsml.texas.gov](mailto:complaint@tdsml.texas.gov). The department maintains the mortgage broker recovery fund to make payments of certain types of judgments against a mortgage banker or loan officer. Not all loans are comparable and a court must order the payment of a claim from the recovery fund before the department may pay a claim. For more information about the recovery fund, please contact a supervisor of the Mortgage Broker License Act on the department's web site referenced above. This Credit Union is federally insured by the National Credit Union Administration.

## New! Exclusive Smart Office Loan Rates as low as 6.99% APR\*

- Purchase signage, renovate your office or hire more staff
- Flexible terms ranging from 6 to 60 months
- Easily make payments directly from your Folio



\*APR is Annual Percentage Rate. Rates shown are our preferred rates based on credit worthiness. Rate reflects 7.49% APR with a 0.50% discount with Folio Direct Deposit. Other restrictions may apply. Rates and terms are subject to credit approval. Other rates and terms are available. You will elect that the interest on this loan is for business purposes to assist in supporting your various agency operations. Please contact a Credit Union Representative for more details.

## Annual Meeting

Farmers Insurance Group Federal Credit Union

4601 Wilshire Blvd.,  
Ste. 110  
Los Angeles, CA  
90010

Wednesday  
April 22, 2015  
12:30PM PT



## MoneyMatters

Quarterly publication of  
Farmers Insurance Group  
Federal Credit Union

800.877.2345  
[www.figfcu.com](http://www.figfcu.com)

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### BOARD OF DIRECTORS

**Scott Lindquist**, Chairman of the Board,  
Executive Vice President and Chief Financial  
Officer

**Michael Ashe**, Agent

**Frank Ceglar**, Retired

**Danny Davison**, District Manager

**Marilyn Huntamer**, Agent

**Ed McMahan**, District Manager

**Andy Reser**, Senior Vice President, Head of  
Agency Management

**Jim Snikeris**, Retired

**Rudy Trevino**, Chief Compliance Officer, FGI

### Supervisory Committee

**Lewis Williams**, Chairman, ZFUS Director of  
IT Finance

**Katherine P. Cody**, Head of Distribution,  
Finance, Analytics and Operations, Farmers

**Karen Jenkins**, Head of Distribution  
Compliance

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

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



Printed on recycled paper

# Don't Let Post-Holiday Debt Keep You Up At Night

## Three Financial Options to Help You Get Some Zzzzzzz's

Worrying about holiday debt in January is as common as long lines on Black Friday. It's not surprising since 55% of adult Americans don't save for the holidays. Buying presents for loved ones was more important than sticking to a budget, according to 30% of those surveyed by the National Retail Federation.

And credit cards are how consumers cover the difference between their bank accounts and the cost of gifts.

So, it's no surprise that the third largest source of household debt is from credit cards. Only the mortgage and student loan debt markets are larger. But, what consumers don't always realize is that carrying a high balance on credit cards, along with

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added interest, can damage credit scores if not paid off quickly.

One way to simplify payments and keep money in your pocket is to consolidate your debt.

Here are three debt consolidation options for you to consider:

### Option 1:

#### A Credit Card Balance Transfer

Transfer your existing credit card debt to a card with a lower interest rate. Look for options with no added fees, such as transfer or monthly fees. Check out FIGFCU's Balance Transfer special with 2.99% APR for 12 months. Visit [www.figfcu.com](http://www.figfcu.com) for more information.

### Option 2:

#### A Personal Loan

Open a personal loan to pay off the high interest debt, but make sure the terms of the loan will improve your situation. You can find low rate personal loans such as the FIGFCU Signature Loan where, for a limited time, you get 0% APR for 3 months to help pay off or reduce debt. Visit [www.figfcu.com](http://www.figfcu.com) for more information.

### Option 3:

#### A Home Equity Line of Credit

If you're a homeowner, use the property value under your feet. Take

SOURCES: [nerdwallet.com](http://nerdwallet.com), National Retail Federation ([www.nrf.com](http://www.nrf.com)), [consumerreports.org](http://consumerreports.org), and [federalreserve.org](http://federalreserve.org).



Get the debt relief you need to go back to sleep

out a Home Equity Line of Credit (HELOC) as a way of consolidating debt by borrowing a percentage of your home's value. Learn more about FIGFCU's HELOC program and find out how it could save you money in the long term. Visit [www.figfcu.com](http://www.figfcu.com) for more information.

## Your Credit Union Is Here To Serve You

Our job is to assist you by providing expert advice and guidance. FIGFCU wants to help you achieve financial freedom. For additional information on our Debt Consolidation tools, visit [www.figfcu.com](http://www.figfcu.com) or speak to a Credit Union representative by calling 800.877.2345.





## CEO's View

It's a New Year and time to take stock of our personal financial conditions. And, if not satisfied, figure out how we'll be improving it. There are a few fortunate people who financially planned in 2014 and had enough self-discipline to carry out their plan.

What are the keys to planning and executing your personal financial plan?

First, KNOW you have the motivation to succeed. Then build a realistic and challenging plan that is attainable in the "real" world. Anyone can set an easy goal and reach it. But, the solid financial plans are built like plans for other walks of life: Set realistic goals, with attainable "win" benchmarks. This will push you and get you stronger as the weeks and months pass.

I read an article a few years back about a group of anthropologist/sociologist types who went deep into the Amazon jungle. They spent time with a tribe that had little contact with the outside world. The tribe included a bunch of octogenarians who were asked about the key to their incredible longevity.

The oldest tribesman said, "Every night before I go to sleep, I make my plan for what I am going to do tomorrow." Simple. Elegant. Sublime. What does this have to do with successful financial planning? The individual is buying into his own action plans. He's also giving himself the realistic hope that tomorrow is going to be another great, building-blocks day.

Hope, action, and planning – the keys to a long life? Just may be!

Now, FIGFCU thrives on the interest income our borrowing members pay on loans. But, as much as we love members to be active borrowers, we always advise on the financial prudence of the borrowing dollars request.

If members have too much unsecured debt, especially at high rates, we encourage them to create a personal and/or agency budget to pay off high rate credit cards first. We can help do that with a low rate debt consolidation loan. Check out our feature article for more information on that.

Happy 2015! We look forward to your continuing choice of doing business with YOUR Credit Union first. No other financial institution will serve your money-related needs as we will, and do. It's different here.

*Mark Herter*

Mark Herter  
CEO

## Not saving enough money for your Retirement? It's never too early or late to start saving

**Are you nearing retirement or have been in the workforce for a few years and have no clue about your retirement status?**

If you answered yes, then you are not alone. Many Americans are facing the same dilemma and more Americans are living longer, spending more and relying on long-term medical care. Plus, the uncertainty of Social Security benefits being available creates anxiety in many people. These are several reasons to plan for your future.

### Start Now.

You can build your nest egg by taking advantage of the following six tips:

**Crank it up a notch.** If you are nearing retirement consider increasing any contributions you are making to a savings account. 2015 limits for 401K contributions are \$18,000 for age 49 and under, and you can add an additional \$6,000 for age 50 and older. To learn about contribution limits on IRA Accounts, visit [www.irs.gov](http://www.irs.gov).

**Contribute to your 401K.** Meet your employer's match if you can as it will maximize your savings potential. If you don't, you are literally giving away FREE money.

**Open an IRA (Individual Retirement Account).** This account establishes additional retirement savings if you already have a 401K account with your employer. Plus, with an IRA account there are a few ways to save money pre-tax thus lowering your taxable income.

**Pay yourself first.** Make your retirement contributions automatic each month so it's quicker and convenient to

put away money without having to do anything.

**Stash extra funds.** If you have extra funds, don't just spend it. If you receive a bonus, raise, gift money or any other additional income, be sure to save it into your retirement account(s).

**How much should you save?** There is no right or wrong answer. However the Boston College Center for Retirement Research (CRR) advises contributing 15 percent of pay to a 401K plan for employees who earn average wages. To find more helpful tips on when and how much to save, visit [crr.bc.edu](http://crr.bc.edu).

Your Credit Union has retirement savings tools that offer flexibility and multiple options for building your nest egg. Plus, you have access to our staff of retirement experts who can guide you through the best options for you and help you get started. It's never too late to save for your future! Learn more about our retirement savings tools by visiting [www.figfcu.com](http://www.figfcu.com)

Sources: United States Department of Labor ([www.dol.gov](http://www.dol.gov)), Merrill Edge ([www.merrilledge.com](http://www.merrilledge.com)), and Boston College Center for Retirement Research ([crr.bc.edu](http://crr.bc.edu)), and Internal Revenue Service ([www.irs.gov](http://www.irs.gov)).

## 2015 Tax Guide

**Preparing for your 2015 Business Taxes: Know your options and act fast**

Whether you are a new or seasoned agent, knowing your tax liability options is valuable to your bottom line.

The following are four general types of business taxes to keep in mind when saving money or managing the money that goes towards paying back Uncle Sam.

**Income Tax** – all businesses except for partnerships must file by the deadline. Ask your tax professional which form to complete for your type of business. This is a pay-as-you-go tax. You must pay

the tax as you earn or receive income throughout the year.

**Estimated Tax** – You must pay taxes on income, including self-employment tax, by making regular payments of estimated tax throughout the year.

**Self-Employment Tax** – This is a Social Security and Medicare tax primarily for individuals who work for themselves. Your payments contribute to your coverage under the social security system which will provide you with retirement benefits, disability benefits, and Medicare.

**Employment Taxes** – When you have employees, you as the employer have certain employment tax



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## The following individuals have been nominated by the Committee.

Each nomination to the Farmers Insurance Group Federal Credit Union's Board of Directors should include: nominee's name, number of years with Farmers or other select employer group that is eligible for FIGFCU membership, job title and duties, current responsibilities, and information related to how this experience would serve the FIGFCU Board and the Credit Union's members. Nominations should be limited to a maximum of 200 words.

### Qualifications for the three incumbent and one appointed nominees are listed below.

**Danny Davison** currently serves as District Manager in Portland, OR, a position he has held since 1983. He began his career with Farmers Insurance in 1976 as an agent in the Aurora, IL region. In 1981, he sold his agency and became a career agent in Eugene, OR. Danny has developed numerous DMs for the company and currently has one of the largest districts and staff in the Pacific Northwest. He has won many awards and made achievement clubs numerous times during his tenure. Danny has served on various boards including the NW Preferred Credit Union.

**Andy Reser** is the Head of Sales and Agency Management at Farmers Insurance. He is responsible for productivity, recruitment, compensation and training of Farmers Exclusive Agent distribution system. In 1988, Andy joined Farmers as a Sales management trainee in the Vancouver, Washington regional office. He was promoted to Commercial Sales representative in August 1989, Division Agency Manager in February 1990, and then Marketing Administration manager in January 1993. He was promoted to Division Marketing Manager in the Washington State Office in January 1995, and appointed to Executive Director of Montana and Wyoming in July 1998. On February 1, 2001, he was appointed Executive Director of Arizona. As of July 1, 2004, he was appointed Executive Director of Northern California, a position he held until he transferred to Home Office in June 2006 as Vice President of Agencies. On January 1, 2009, he was promoted to his current position.

**Jim Snikeris** (Retired) served as the Head of Real Estate for Enterprise Operations at Farmers Insurance. Jim joined Farmers in 1978 as a trainee in the Aurora, IL Region. In 1980 he became Policy Writing Supervisor, and in 1981, Policy Services Manager. In 1984, Mr. Snikeris transferred to the Home Office in Los Angeles to assume the role of Service Operations Staff Manager. He then transferred to the Merced, California Regional Office in 1985 as Administrative Services Manager. In 1987 Mr. Snikeris moved to the Pleasanton, California Regional Office to serve as Regional Commercial Manager. He was named Sales Manager of that Region in October 1989. From 1992 to 2006, Jim has held positions in the areas of Operations, Special Assignments, Marketing, Business Development, Technology, and served as VP of ServicePoint. Mr. Snikeris is a member of the National Honor Society and has served on numerous Boards, and has been on our Board since 1995. Jim retired from Farmers as of January 4, 2015.

**Rudy Trevino** is the Chief Compliance Officer for Farmers Group, Inc. He is also a member of the Board of Directors of the Zurich Mexico insurance operation, and serves on their Audit Committee. Rudy is responsible for the compliance programs across all of the Farmers Insurance Group of Companies. Rudy also participates in several internal management and governance committees at Farmers. His experience at Farmers includes working in field operations and Home Office. During his career, he has held positions in the areas of Accounting, Finance, Internal Audit, Information Technology, Project Management Office, Risk Management, and Compliance. Rudy has also had responsibility for Zurich's Risk Management program in Latin America, and has worked on Zurich projects involving their Latin American companies, such as the Zurich - Santander Bank joint venture. Prior to joining Farmers, he worked at a CPA firm.