



Money Matters

January 2019

Paying Down Debt

Including Tax Strategies

Debt can catch us unawares—expenses mount up—and unexpected events like time off work from illness can aggravate the situation further. Here are a few tips from financial experts, including those at *Forbes Magazine*, *NerdWallet.com* and *CreditKarma.com*, that can help you trim debt and get a sound night's sleep.

1. Create a sensible budget. In order to know what you can afford to spend and save, you need a roadmap: a budget. Your Credit Union has an awesome Budgeting Tool —find it at figfcu.org/financial-wellness-center—as part of its industry-leading financial education series.
2. Pay down the costliest debt first (think highest interest rate). But if you're more motivated by getting rid of smaller debt, attack your smallest debt balances to start, for psychological motivation. Doubling a minimum credit card payment is a good initial target.
3. Put bonuses or “found money”, like a tax rebate, to work for you by using it to pay off debt and/or putting it into savings like your Credit Union’s industry-leading Certificates.
4. Give yourself a pat on the back. Set milestones on your way to financial freedom and celebrate them with small treats—maybe a nice meal—so your journey feels like an adventure, not a punishment.
5. If you are 70 1/2 years of age or older, you may be able to get a tax advantage by giving some money to charity using your IRA funds. Consult a tax professional first.
6. With new tax laws and a potential next recession on the horizon, paying down some mortgage debt is worth considering as a debt-reduction strategy if you aren't in a high tax bracket, and typically take a standard deduction.



Remember that a home equity line of credit no longer automatically qualifies as a tax deduction. The IRS notes, if you want to use it to lower your tax bill, it should be used “to buy, build or substantially improve the taxpayer’s [primary] home that secures the loan.”

And our best tip – never hesitate to speak with your Credit Union for impartial advice about how to make savvy choices with your money. This includes contacting us for a free, no-obligation Financial Wellness Check for easy strategies/tips to do more—save and earn more—with your money. ■





CEO's View

The New Year is a great time to reflect on what has happened to us, and to use this knowledge to make next year better. The same holds true of people and institutions—like your Credit Union—which means taking stock of what we did as an organization, and mapping out where we're going.

On this latter note, last year served us well. The Credit Union “practiced what we preached.” We strengthened our balance sheet and parlayed this strength to further our heritage of offering some of the best, everyday earning and loan rates in the country. In addition, we also continued a tradition I love: giving profits back to members as cash—in this case over \$1.5 million in “Your Credit Union Gives Back” bonuses.

Obligation and commitment, however, shouldn't be measured by a balance sheet alone, but by how we treat our members. My commitment is to run a “high performance” financial institution—and this starts and ends with member service. One special advantage we have in this respect is our status as one of the few remaining credit unions that focuses, almost exclusively, on a single employer base—Farmers employees, agents and their employees. Keeping it “in the family” creates a common purpose and bond which allows us to understand and serve the needs of members better.

A lot of this family-driven, sense of purpose is people-powered. For example in 2018 we substantially increased the size of our member-services support team and their live-support hours. Other member-service advantage accrues from our privileged window into the Farmers world—we deeply understand the business of our agents and can use this insight to offer them tailor-made services and value that drives their businesses faster and more profitably than would otherwise be possible. We also are fortunate to own our own mortgage company that can help all members achieve the home-ownership dream—and help agent-members navigate the special hurdles of home ownership for the self-employed. (Read more about home loans in one of this month's articles.)

But in today's digitized world, all this industriousness is still not enough, and a constant challenge and ambition for a financial institution like ours is to keep up with technology. Fortunately we own, and partner with, cutting-edge technology firms that allow us to compete on level terms with large banks. Here's a taste of some of our active plans.

Over the course of 2019 and beyond, we are making a big push to expand and enhance use of advanced digital technology with a major Digital Strategy initiative to help us provide easier, more satisfying mobile and online services that fit seamlessly into everyday routines. We are also embracing this technology to enhance the member experience more generally—for example introducing a digital-only annual report in 2019 for a more engaging (and environmentally-friendly) read. Also—and you won't see this directly—we're investing heavily in bots and machine intelligence (the kind that makes companies like Amazon work smarter for customers) to free up more time for our awesome staff to focus on what really counts, which is—you guessed—it great member service. Such technology lets us operate with the diligence, purpose, and continued service enhancements that move you toward a better financial life each day.

I hope you share my sense of optimism for the New Year in all your endeavors, and I look forward to working for you and your loved ones by building on our tradition of unsurpassed member service and fantastic value in all that we do.

A handwritten signature in black ink that reads "Laura D. Campbell".

Laura Campbell
President & CEO

Reverse Mortgages

Worried about how you'll be able to make your golden years blissful? Well, if you own your own home, a Reverse Mortgage may help.

Here is some basic information to help you make a savvy decision.



Golden Rules

- See our Reverse Mortgage FAQs¹; we own a mortgage company so we know a thing or two
- Consult a tax advisor and ideally an attorney
- Receive a free proposal from **Community Mortgage Funding**

Who Is Eligible?

At least one homeowner 62 years or older, must be a primary residence, with no or small outstanding mortgages, not delinquent on federal debts, and current on property taxes.



When It Makes Sense

- When planning on staying in your home long-term
- If you can afford home maintenance, property taxes, and insurance

Kinds of Reverse Mortgages

- **Home Equity Conversion Mortgages (HECMs)**—the most popular option, allowing you to borrow up to \$679,650, which you can use as you wish
- **Proprietary**—not government-backed and you can borrow more this way, but you might pay a higher rate of interest



The Benefits of a Reverse Mortgage

- Remain in your home long-term without causing financial burden
- Typically allows the surviving spouse to remain in the house too
- Never owe more than the value of the home as stipulated in the loan
- Can purchase a new primary residence (loan typically 40% - 70% of price) without mortgage payments

Things to Consider

- May have higher interest/fees than conventional mortgages, including mandatory default-insurance premium for government-backed loans
- Someone living with you, other than a spouse, typically has no right to stay if you die
- If you move to a nursing/medical facility for a year or more, you must pay off the reverse mortgage

The Caveats

- Borrower may outlive the funds made available (depending on the option you select)
- A surviving spouse won't accrue all benefits, if they are not a co-borrower
- The loan may qualify for tax deductions when paid back, if used on the purchase, building or renovation of a property, but not for example if used on medical bills or a vacation
- Like a forward mortgage, if you do not keep up with homeowner's insurance premiums, or property taxes, you may lose your home

Speak to us first for unbiased advice on Reverse Mortgages and retirement solutions by calling our mortgage company, **Community Mortgage Funding (CMF)**, at **877.915.3030 option 4**, visiting your branch, or online at figfcu.org/mortgage. ■

*Your Credit Union offers Reverse Mortgage financing in the following states: AZ, CA, CO, KS, MI, OH, OK, OR, NV, TX, WA.

¹ See our Reverse Mortgage FAQs at figfcu.org/reverse-mortgage



Employee Spotlight



Meet Webmaster

Arman Grigoryan

Your Credit Union is full of people who do their best for you, and make this place their home. Get to know one of our team members a bit better in this New Year's Spotlight article.

Five hashtags that describe you?

#wrestlemania #childofthequake #italianfoodie
#pitchperfect #loveyourself

Favorite music, sport teams and recreation?

My Armenian city, Gyumri [pron. cume-ri], was wrecked in an earthquake when I was a baby. It took 15 years to rebuild, so for fun we were always playing outdoors—literally among the ruins—using our imaginations.

I really enjoy rock music. Shout out to System of a Down (an Armenian, Grammy-winning band). I LOVE Italian food. Sports? Not into U.S. stuff yet. But I recently became a U.S. citizen so I'll have to work on this!

In your own words—what is your job?

As Webmaster, I help members access information faster and with a great experience: give them happy vibes. I also help staff work efficiently by developing web applications so they can spend more time finding creative ways to serve members better.

A secret talent and ambition?

I was a member of the Armenian national wrestling team, and have pitch-perfect hearing. In terms of ambition—I'd like to open a physical rehab center one day, specializing in treatment of serious back problems!

A piece of wisdom to live by?

To live a normal, happy life—start by loving yourself. Sounds simple but it's not always so easy. Have patience and work on you every day. This steady progress keeps you motivated and feeling alive. ■

Long-term Financial Peace Of Mind



With A Reverse Mortgage

Are you or a loved one 62 years or older and a home owner? One way to improve your finances during retirement is a **Reverse Mortgage**. Live in your home without any more mortgage payments—plus get tax-free money.

- Purchase or refinance options available
- Pay off your existing mortgage*
- Receive monthly payments
- Pay off debt or medical expenses
- Improve your finances or lifestyle
- Monthly mortgage payments eliminated*

To speak with a loan officer today go to figfcu.org/reverse-mortgage or call **877.915.3030 option 4.**

*If you qualify and your loan is approved, a HECM Reverse Mortgage must pay off your existing mortgage(s). With a Reverse Mortgage, no monthly mortgage payment is required. Borrowers are responsible for paying property taxes and homeowner's insurance (which may be substantial). We do not establish an escrow account for disbursements of these payments. Borrowers must also occupy home as primary residence and pay for ongoing maintenance; otherwise the loan becomes due and payable. The loan must be paid off when the last borrower, or eligible non-borrowing surviving spouse, dies, sells the home, permanently moves out, or does not comply with the loan terms. A Reverse Mortgage increases the principal mortgage loan amount and decreases home equity (it is a negative amortization loan). These materials are not from HUD or FHA and were not approved by HUD or a government agency.

Loan Rates

AUTO Fixed Rates

Term	Fixed Rate (APR ¹ as low as)
48 mo.	2.49%
60 mo.	2.99%
72 mo.	3.49%

¹APR=Annual Percentage Rate. Rates listed are current as of 12/1/2018 and are subject to change without notice. Rates shown are our preferred rates based on credit worthiness, loan-to-value and a 1.00% discount based on \$1,000 monthly recurring Direct Deposit/Folio Direct Deposit into a single Farmers Insurance Federal Credit Union checking account AND Automatic Repayment, if applicable an additional 0.25% discount when you purchase through the Farmers Insurance Car Buying Service. ²Home Equity loans are available in all states except Alabama, Alaska, Florida, Hawaii and Louisiana. Lines of Credit are available in all states except Alabama, Alaska, Florida, Hawaii, Texas and Louisiana. ³Maximum combined Loan-to-Value of 100%.

EQUITY LOANS Please call **800.877.2345** ext. 6050, 6051, 6052 or 6126 for the most current equity loan rates.

HOME EQUITY LINE OF CREDIT²

% Financed	Variable Rate (APR ¹ as low as)
Up to 100% ³ (owner occupied)	4.99%

HOME EQUITY² Terms up to 240 months

% Financed	FIXED Rate (APR ¹ as low as)
Up to 100% ³ (owner occupied)	5.49%

Calendar



JAN 21 **MLK Jr. Day**
Credit Union Closed

APRIL 24 **Annual Meeting**
at 12:30 PM PT
Farmers Insurance
Federal Credit Union
4601 Wilshire Blvd.
Suite 110
Los Angeles, CA 90010

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800.877.2345
www.figfcu.org

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Your job comes with great networking opportunities. Enjoy workplace benefits including saving through the Sprint Works Program.



Brighter Future For All™

SPRINTworksSM Pre-Register at: <http://bit.ly/FIGFCU1>

Be sure to mention this code. Corporate ID: NAFAR_FCU_ZZZ

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This year, get your biggest possible tax refund and a chance to win \$25,000. TurboTax is up-to-date on the latest tax laws and guarantees 100% accurate calculations, so you can be confident your taxes are done right.

Plus, you'll be automatically entered to win \$25,000 when you try TurboTax Online for FREE by February 14th. And as a Credit Union member you can save up to \$15 on TurboTax.



To enter the sweepstakes and access the member discount, visit figfcu.org/turbo-tax

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