

Loan Rates

AUTO Fixed Rates

% Financed	Term	NEW (APR ¹ as low as)	USED (APR ¹ as low as)
80%	36 mo.	2.99%	3.24%
	48 mo.	3.24%	3.49%
	60 mo.	3.49%	3.74%
100%	36 mo.	3.49%	3.74%
	48 mo.	3.74%	3.99%
	60 mo.	3.99%	4.24%

HOME EQUITY² Terms up to 240 months

% Financed	Fixed Rate (APR ¹ as low as)
Up to 75% ³ (owner occupied)	7.49%
Up to 70% (non-owner occupied)	8.24%

HOME EQUITY LINE OF CREDIT²

% Financed	Variable Rate (APR ¹ as low as)
Up to 75% ³ (owner occupied)	5.56%
Up to 70% (non-owner occupied)	6.31%

MORTGAGE LOANS Please call **800.877.2345** ext.6056 or 6051, for the most current mortgage rates.

¹APR = Annual Percentage Rate. Rates listed are current as of 9/15/10 and are subject to change without notice. Rates listed are FIGFCU's preferred rates based on applicant's creditworthiness.

²Home Equity Loans and Lines of Credit are available in all States except Alabama, Alaska, Florida, Hawaii, Louisiana and Texas.

³Maximum Loan-to-Value of 70% in AZ, MI, and NV. 80% in CA. All other states 75% Maximum Loan-to-Value.



October 2010

MoneyMatters

Low-Rate Credit Cards

Other credit cards have you paying too much? Apply for an FIGFCU credit card and save.



- No Annual Fee
- Easy application
- Same low APR* on purchases, cash advances and balance transfers

Perfect for all end of the year needs:

- School expenses
- Holiday shopping
- Traveling
- Debt consolidation

Already have an FIGFCU credit card? Use your card to consolidate all your high-rate debt into one, low monthly payment and start saving money today.

To apply, visit us online at www.figfcu.com, stop by or give us a call at **800.877.2345**.

*APR = Annual Percentage Rate.

MoneyMatters

Quarterly publication of
Farmers Insurance Group Federal Credit Union
800.877.2345
www.figfcu.com

© 2010 by Farmers Insurance Group
Federal Credit Union. All rights reserved.

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, Executive Vice President, General Counsel
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.

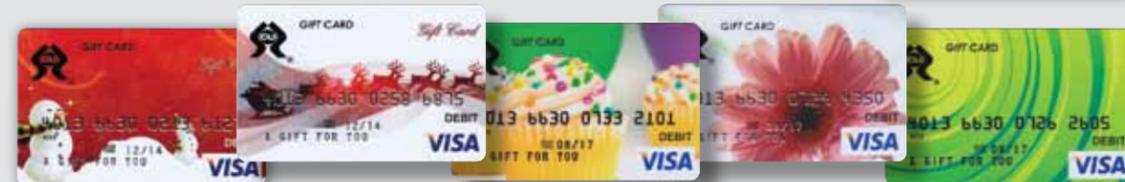
Executive Editor: Mark Herter, President/CEO.

Contributing Editors:
Beth Rodgers, VP Marketing and Training.
Sheila Tetangco, Marketing Supervisor.



Holidays - FIGFCU will be closed:
Thanksgiving, Thursday, November 25 & Friday, November 26, 2010
Christmas, Thursday, December 23 (closing at 11:00am) & Friday, December 24, 2010
New Year's Eve, Friday, December 31, 2010

Visa® Gift Cards: New Designs Available



- Perfect gift for any occasion
- Safer than cash
- Accepted wherever the Visa logo is displayed
- Available in amounts of \$10 - \$500[◇]

To purchase a Visa Gift Card, call or visit any FIGFCU branch.

[◇]\$5 fee per Gift Card applies.

We Have A Loan For All Your Needs

Whether you're looking to buy a car, refinance your home, or pay for a large purchase – check with FIGFCU first. Our rates and terms are some of the most competitive you'll find anywhere.

Your Credit Union offers various loans to fit your budget, with flexible and affordable options.

- **Home Loans** – fixed and adjustable loans available, terms up to 30 years
- **Home Equity Loans or Lines of Credit** – update your home, pay for college or any large purchase
- **Vehicle Loans** – fixed and variable rate options for autos, boats, motorcycles and more
- **Personal Loans** – consolidate high-rate debt into one lower monthly payment



Inside:

President's View
page **2**

Convenient Locations
page **3**

Reverse Mortgages
page **3**

Visa® Gift Cards
page **4**



President's View



It is important to maintain a balanced perspective, especially during these troubling, challenging economic times. I think you would agree that the media seems to have a natural bend towards focusing on the negative, often at the expense of the positive. Reporters and editors simply do not find the positive things people do daily as "newsworthy"; I would even agree that hearing about the millions of us that drove safely to work today is not as exciting as finding out about those that didn't. The media sells more advertising if they publish what is viewed or listened to, so ultimately, it may be the consumer who is at fault for gravitating to the negative.

In the banking industry, it is much easier to read about the bank, credit union or Wall Street brokerage that failed, instead of all the great things one has been doing to bounce back or successfully cope with what has seemed to many, a "perfect storm" of adverse economic factors. Moreover, as to keeping that equitable balance when looking at the bad and the good, can it pay to be optimistic as opposed to pessimistic? I'd argue that it can, and that is one of the reasons that credit unions continue to perform well today.

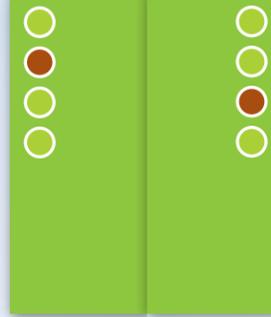
So, how is the credit union industry overall handling the challenges of this economy? First, let's look at loan delinquency, the leading indicator (and the one that causes the most angst) of future loan losses, as loan losses are far and away the biggest cause for those banks and credit unions that have failed. Credit unions' loan delinquencies industry wide, stood at 1.73% on

June 30, less than one-third the 5.3% reported by commercial banks. Furthermore, the credit union industry's annualized loan losses at the half-year point were 1.2% of loans outstanding – well under half the reported 2.9% loss ratio sustained by banks.

Lastly, the National Credit Union Share Insurance Fund (NCUSIF) – the equivalent of banks' FDIC – is indeed solvent at about 1.2% of insured members' shares in all federally insured credit unions. The lesson here is that the credit unions' federal insurance fund, which has never cost the US taxpayer a direct cent, is in far better condition than the FDIC, which continues to cost US taxpayers money. This is probably the most important example of why having your money with a credit union continues to be a wise money-management decision.

Possibly more important to us at FIGFCU, your Credit Union, is that our net worth to total assets ratio is over 10% – a level that our federal regulator, the National Credit Union Administration, declares as very well capitalized. Our gross capital ratio is right at 13%, which includes our allowance for loan loss account balance. All of our members, including those who have more than \$250,000.00 on deposit with us, can sleep soundly every night, knowing that your Credit Union has weathered the Great Recession, continues to cope with it, and is again on the path of building our reserves as we have been doing for 24 of the last 25 years. Thank you for your business and for being an active member-owner of YOUR Credit Union.

Mark Herter
President/CEO



FIGFCU Now Offers Reverse Mortgages

If you or someone you know is a homeowner, 62 and older, you need to know that FIGFCU has a new way for you to get cash out of your home. It is called an HECM, or reverse mortgage, and it allows you to convert a portion of your home's equity into cash. Unlike a traditional home equity loan, payments are not made as long as you occupy your home as the principal residence.

What are the benefits?

- ◆ **Additional Income:** The HECM loan enables you to remain in your home and provides an additional source of funds.
- ◆ **No Credit Qualification:** Your credit score does not affect eligibility for the HECM loan.
- ◆ **No Income Restriction:** The HECM does not have minimum income requirements.
- ◆ **Free you from existing loans:** Pays off existing loans by using the proceeds from the HECM loan.
- ◆ **No More Monthly Payments:** No monthly payments as long as you live in the home.
- ◆ **Limit the Amount You Owe:** No matter how much cash you receive during the course of the loan, you will never owe the lender more than the value of your home.
- ◆ **Closing Costs may be Financed:** Almost all closing costs can be financed as part of the loan, which means no out-of-pocket expense for you.

For complete details or to apply, call **800.877.2345** or visit **www.figfcu.com**.

More Convenient Than A Bank

FIGFCU makes accessing your account easy. In addition to 17 FIGFCU branches, you can transact on your account at:

- **Over 4,000 Shared Branch locations**, where you can bank just like you would at an FIGFCU branch
- **Over 28,000 fee-free CO-OP ATMs**, where you can check balances, make deposits and get cash 24/7
- **Nearly 2,200 VCom® units** located in neighborhood 7-Eleven® stores. You can check balances and account history, make deposits, transfers, loan payments, get cash and cash advances, 24/7

To find locations near you, or to download a branch or ATM locator app to your GPS, iPhone or mobile browser, visit **www.figfcu.com**, and click "**locations**."

Opt-In for Your Peace of Mind

Privilege Pay Overdraft gives you access to emergency funds when you don't have enough money in your checking account to pay for a purchase. It helps you avoid the inconvenience and expenses of your transaction being declined.

If you haven't already, make sure your ATM and on-time debit card transactions are covered by opting-in today. You can opt-in by phone at **800.877.2345**, online at **www.figfcu.com/optin**, or by visiting one of our branches.

