



Farmers Insurance Group
Federal Credit Union

Money Matters

FARMERS INSURANCE GROUP FEDERAL CREDIT UNION

April 2008

Home Equity Loan

Turn your home's equity into cash this spring and pay for:

- ◆ Home improvements
- ◆ New car
- ◆ Swimming pool
- ◆ College tuition
- ◆ Or anything you choose!

Whatever your plans, you'll enjoy a low 3.99% APR for the first 6 months on a fixed Home Equity Loan from your Credit Union.

3.99%
APR* for
6 Months
State restrictions apply



Visit your local FIGFCU branch or call 800.877.2345 to apply. Hurry! This offer won't last long.

*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 90% 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 June 30, 2008.

What's Inside:

- ◆ Letter from the CEO
- ◆ Support March of Dimes
- ◆ New Online Banking Login Coming Soon
- ◆ Manage Your Accounts 24/7
- ◆ Great Deals at Enterprise Car Sales
- ◆ Loan Rates



Home Loan Assistance is Here

Buying a new home can be a challenge for first-time homeowners. FIGFCU's Home Loan Assistance Program can help.

With the Home Loan Assistance Program, qualifying members benefit from:

- ◆ A three-year adjustable rate mortgage at 1% below national average
- ◆ Rate adjustments capped at 1% per year, and 5% over the life of the loan
- ◆ Maximum down payment of 3%, gifts and grants permitted

To qualify, a borrower's household income must be 100% or less of the area median income, except for certain "high-cost" areas.*

Log onto www.figfcu.com, visit your local FIGFCU branch, or call 800.877.2345 for more information.

*Can be up to 140% of the median income.

President's *View*

It would appear that we are in the midst of about as turbulent economic times as we've had to endure for many, many years. The stock market has pretty well battered and bruised many investors, and yes, I know that many of you are among that dubiously honored group. Our members tend to be more savvy than many banking companies' customers and do a nice job of diversifying investments and risk.

But with the ups come the downs. Not all our members are as conservative as I am! That may well be a good thing. But now we have turbulence, uncertainty, foreclosures and loan losses, fear of recession, and eroded consumer confidence. I could list others.

But in almost any dark cloud of "doom," there is a silver lining. And if it's not there, what are you going to do about creating it? After all, we are far from helpless. That is, what is the wellspring of your financial hopes, and where will your future economic strength come from? First, as real estate prices and interest rates have dropped, we can readily see an inverse correlation in the ability of first-time homebuyers to enter the market! Now, I'm glad to see that! The Credit Union will be able to do more loans, more hard-working young people will be able to fulfill the dream of home ownership, and as entry-level buyers, they will support the residential construction (and eventual price appreciation) and sales pyramid. And a more solid pyramid it will be, too, when more people can afford to finally become homeowners. Without that bottom tier of the pyramid supporting, and pushing ever upward, the values on the top end have no place to go except down, or at best, to stagnate. The bubble that was continuous home price appreciation would appear to have

been popped once again in many major markets around the country. Not an entirely bad thing, but it does require that we take a long-term view of things, for a change. And I think that's a good thing. Certainly, Farmers makes its economic gains via long-term business cycles; if there's a terrible natural disaster one year, there probably won't be another one for a few more years. (Knock on wood!)

The long-term view: we want to be your financial partner for life. What do partners do? They build up each other's positions, whether it be in personal or business matters. They both benefit; one doesn't try to "get to" the other. To the contrary, they seek to help each other grow stronger. How many retailers have it as their mission to help you improve your financial lot in life? Not Wal-Mart, not Nordstrom, and certainly not your local car dealer or international car manufacturer! Why do most consumers hate the car buying process more than any other personal financial decision? Because too many car salespeople are only too happy to sell a vehicle at the highest possible price! And they will go home feeling great about it! We just won't do that. We will give you the best values we can, while still building our reserves prudently to be able to deal with future economic uncertainties. What's our greatest fear now? Real estate loan losses and the cascading effect they would have on consumer loans. However, so far, so good. We've only taken one big loss recently on a second mortgage loan. And believe me, when that member caused us to eat that loan, it really hurt the other 42,000 others. In more ways than one, too.

So, if more people have been unwilling or unable to borrow to buy or fix up homes, then what is happening? Well,



to some extent, economic activity slows down. But for the approximate 95% of us who want to work and are, we still have discretionary income, don't we? Are you saving more, or are you paying down your debts faster? Or a combination of both? Either way, these actions are strengthening our economy monthly. Sounds like a contradiction to what I just said, doesn't it? But think about it, if you are paying down debts and/or building savings, you're getting financially stronger, aren't you? Well, the same thing happens on a macroeconomic level, and pretty soon, people have built up their own consumer confidence! Don't wait for "the economy" to build you back up. Figure out how to do it yourself. We can help you get on that path to successful budgeting. Please tell your family members and work associates about how we've helped you improve your financial condition. The partnership will come back pleasantly for you in the future.

Mark Herter

Mark Herter
President/CEO

HOLIDAY CLOSINGS

**Memorial Day
Monday,
May 26, 2008**

**Independence Day
Friday,
July 4, 2008**

Support the MARCH OF DIMES!



Use Your Visa Check Card

For every purchase you make with your Visa Check Card between now and April 30, 1% of the amount will be donated to the March of Dimes! Simply choose "credit" and sign for your purchases.

Don't have a Visa Check Card? Visit your local branch or call us at **800.877.2345** to order one.

or

Open a Checking Account

Open any FIGFCU checking account before April 30 and we'll donate \$5 to the March of Dimes on your behalf. To learn more about our checking accounts, visit us online at **www.figfcu.com** or contact your local branch.

*FIGFCU will donate \$5 for every new checking account and 1% of every Visa Check Card signature-based transaction between 3/15/08 and 4/30/08, up to \$22,000.



New Online Banking Login

We're making it easier to log into **PC-TIED** online banking.

Your Credit Union is committed to protecting your account information, but we also know that convenience is important to you. So we're combining the best of both with a new login system for **PC-TIED** online banking.

In the coming weeks, you'll find that it's easier to log into **PC-TIED** and manage your accounts online with the same level of security you've come to expect from your Credit Union. And with the new security features, you'll be able to register multiple computers so you can login faster from home, work or anywhere else you regularly use a computer for online banking.

Look for the new PC-TIED login coming soon!

Manage Your Accounts 24/7

PC-TIED online banking makes it simple to manage all of your FIGFCU accounts, including loans, from your home or office.

Get Information

Check balances, account history, cleared checks and more. Even open a new account.

Pay Bills

Set up recurring bills or one-time payments.

Get eStatements

Sign up for eStatements and review, print, or save your month-end or credit card statements from **PC-TIED**. Plus, eStatements are faster and more secure than paper statements.

Transfer Money Anywhere

Transfer money between your FIGFCU account and accounts at any other financial institution with *CU Money Mover*. Sign up now and you'll be ready to transfer funds whenever you choose.

Set Up Alerts

Sign up for *CU Alerts* and get an email notice when your balance falls below a specified amount, your paycheck is directly deposited and more.

Simply visit **www.figfcu.com** and log into **PC-TIED** online banking to start using these time-saving services.

Never used PC-TIED? Call us at 800.877.2345, option 7 to get started.



COMPARE OUR RATES

AUTO Fixed Rates

% Financed	Term	NEW (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%	60 mo.	4.37%	4.62%
	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*)
80% or less	3.99% [†]
81-90%	3.99% [†]
91-100%	8.99%

First
6 month
offer

HOME EQUITY LINE OF CREDIT**

% Financed	Variable Rate (APR as low as*)
80%	6.99%
90%	7.99%
100%	8.99%

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 3/31/08 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.

†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.

Spring It On!
Used Auto Sales Event

\$16,999¹
'07 Nissan Altima S 4dr
20,000 - 29,000 miles

Payment as low as \$290² Per Month

Enterprise Car Sales proudly offers the Perfect Used Car Package[®] with every vehicle sold:

- No-Haggle Pricing
- Vehicle Certification
- 7-Day Repurchase Agreement³
- 12/12 Limited Powertrain Warranty³
- Roadside Assistance³
- Trade-ins Accepted⁴



Spring has sprung with a great selection of used vehicles at **Enterprise Car Sales**. Visit **www.figfcu.com** or call **800.877.2345** to get pre-approved for an auto loan. Then visit your nearest **Enterprise Car Sales** location or **www.figfcu.com** to start shopping for your next vehicle.

1 Prices valid 3/15/08 - 4/30/08 and do not include tax, title, tags, document processing fees of \$149 or less as required by state law, governmental fees, any emissions testing charges, and any finance charges (if applicable). Picture is representative of vehicle available. Used vehicles previously part of Enterprise short-term rental and lease fleet or purchase by Enterprise from other sources including auto auctions, with previous use possibly short term rental, lease or other.
2 Payment based on \$15,299 financed for 60 month term at 4.87% (rate includes a Direct Deposit discount of .25%). Down payment of \$1,700 or 10% required. For qualified buyers only. Not all buyers will qualify. APR, loan amount and approval based upon the applicant's credit history, payment history, and ability to repay the loan. Offer valid only on Enterprise Car Sales vehicles purchased between 3/15/08 - 4/30/08. Rates subject to change. Example: \$15,299 financed with \$1,700 down payment for 60 months at 4.87% will have monthly payments of approximately \$290. 3 7-Day Repurchase Agreement, 12/12 Limited Powertrain Warranty and Enterprise Roadside Assistance are subject to certain restrictions. See Enterprise Car Sales Manager for details. 4 Customer is responsible to any extent trade-in vehicle pay-off exceeds Enterprise offer. See Enterprise Car Sales Manager for details.
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Federal Credit Union

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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 Equal Housing Lender Federal Fair Housing Law and The Equal Credit Opportunity Act.

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