

Loan Rates

AUTO Fixed Rates

% Financed	Term	NEW (APR ¹ as low as)	USED (APR ¹ as low as)
80%	48 mo.	1.49%	1.74%
	60 mo.	1.99%	2.24%
100%	48 mo.	2.24%	2.49%
	60 mo.	2.74%	2.99%

¹APR = Annual Percentage Rate. Rates listed are current as of 03/18/14 and are subject to change without notice. Rates listed are FIGFCU's preferred rates based on applicant's creditworthiness and Folio Direct Deposit. 48 months or less equal to same rate. ²Borrow up to 60% of Contract Value if you are a DM or your average monthly sales count is 150+. Otherwise, borrow up to 50%. ³Borrow up to \$50,000. Rate listed includes repayment from checking with Folio Direct Deposit discount of 0.25%.

AGENCY SECURED² Terms up to 84 mo.

TYPE	Rate (APR ¹ as low as)
Variable	3.99%
Fixed	4.99%

AGENCY SECURED LINE OF CREDIT

TYPE	Rate (APR ¹ as low as)
Variable	4.74% ³



**The Credit Union
will be closed in
observance of:**

**Memorial Day
Monday
May 26, 2014**

**Independence Day
Friday
July 4, 2014**

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Hire outside help – Just because you're self-employed doesn't mean you have to wear every hat in the business. Consider hiring a CPA to wade through the complicated IRS tax codes and do your taxes for you. Check with your local Better Business Bureau or Chamber of Commerce for recommendations on credible accountants, or talk to fellow business owners for referrals.

so you don't end up doing it all at the last minute! Tax season can be a busy and stressful time, but by putting in a little more work throughout the year, you can save yourself a lot of time and money in the long run. Start preparing now and you'll be thanking yourself next tax season. -MM

Sources:
<http://www.usatoday.com/story/money/personalfinance/2014/03/08/taxes-self-employed-business-deductions/5863973/>

Keep good records – Owning a business is hard work, so why make it harder on yourself come tax season? Find an organizational system that works for you and stick with it. There are several great options for accounting software to help you run your business, so pick one and get started today. Just be sure to stay on top of inputting and filing,

TaxSaver
Save for
quarterly taxes

ANNUAL MEETING
Farmers Insurance Group Federal Credit Union
4601 Wilshire Boulevard, Suite 110, Los Angeles, CA 90010

**Wednesday
April 23, 2014
12:30PM PT**

Saving. It's a Framily value.

- Mix work and Framily and share the savings without the hassle of sharing a bill, as low as \$25 a month per line. Plus get 25% IL discount on select data buy ups.
- This offer is only valid at Sprint retail stores. Visit Sprint.com/storelocator and use code **NAFAR_FCU_ZZZ**.

Restrictions apply. See store for details.

sprint.com/figfcu

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NCUA Your non-IRA savings are federally insured to \$250,000, 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.

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

Printed on recycled paper



Farmers Insurance Group
Federal Credit Union

MoneyMatters

agent edition

April 2014

Check out our new **HomeAdvantage™** program for home buyers and sellers!

- Get a cash rebate when buying or selling a home*
- Search for homes using current MLS listings
- Find a trusted real estate agent

To learn more, visit www.figfcu.com/HomeLoans



*The HomeAdvantage program is made available to you through a relationship between your Credit Union and CU Realty Services. Program rebates are awarded by CU Realty Services to buyers and sellers who select and use a real estate agent in the HomeAdvantage network of approved realtors. Rebates are issued as a credit towards closing costs. Home buyers or sellers are not eligible for the rebate if they use an agent outside this network. Using your Credit Union for a mortgage is not a requirement to earn a rebate. Rebate amounts are dependent on the commissions paid to the agent. Your Credit Union may have specific rules on how your rebate will be paid out. Rebate incentives are available in most states; however, are void where prohibited by law or by the lender. Please consult with your Credit Union to get details that may affect you.



Take Charge of Your House Hunt

Shopping for a new home? Here are some tips to help you make the most of your home buying experience.

Do your research

Before you even start house shopping, get a copy of your credit report and review it to make sure the facts are correct. If there are any errors, work to fix them right away. Typically, the higher your credit score, the lower your down payment and monthly

payments, so if possible, try to strengthen your credit score before applying for a mortgage. Next, do the math to figure out how much you can afford to spend on mortgage payments. A common rule of thumb is that housing should cost around two and a half times your annual salary. Consider using an online mortgage calculator to analyze your income, debt, and other obligations to determine what monthly payment you can afford.

Get pre-approved for a mortgage

Do your research, and get a pre-approval from your Credit Union for a mortgage loan, which is based on your actual income, debt and

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President's View

Trust is the essence of any relationship, including business relationships, especially one of the most fundamental acts of a capitalistic economy, lending/borrowing. Even given a watertight contract, neither party will want to "deal" without that invisible yet very tangible element of trust. We know that we are successful because you trust our people and the stability of our financial condition. Check out our great home loans and our superior auto loan pricing. We are in business first to lend money; everything we do revolves around fulfilling our members' borrowing needs.

Recently I heard a Congressman say that he has NEVER been lobbied by a bank customer on behalf of the bank's interests. Yet, he has been lobbied countless times by credit union members on behalf of their credit union. Quite the dramatic difference, right? Banks and their paid lobbyists spend millions trying to persuade Congress to pull credit unions' income tax exemption, which we have had since the inception of the Federal Credit Union Act in 1934. Fortunately, this effort by banks appears to have failed again. Now, I do not use the word "fortunately" lightly. Credit unions deserve to be tax exempt for a host of reasons, not the least of which is the fact that the nation's 6,700 credit unions returned, just in 2013 alone, far more, \$8 billion more, to be exact, to our 97 million members, than the monetary value of our tax exemption.

Credit unions have always been a viable alternative to banks for American consumers and we will continue to be so. Credit unions represent about 7% of Americans' "wallets", but we actually help bank customers get better pricing from banks, simply because we are that ever present competitive alternative to banks. We wish banks no harm. We would, however, like for banks to give up the ghost on trying to persuade Congress to tax our not-for-profit bottom line. It has been a clear-cut case of misused resources for banks.

FIGFCU members in particular, find our service to be far superior to that of banks. In 2013, you rated our service across a broad range of member service functions to be over 90% good or excellent, our best rating ever from you, our member/owners. We trust that our relationship will continue to be of high value to you and your family members. Thank you.

Mark Herter
President/CEO

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credit history. Getting pre-approved will help you keep your house hunt on track so you know what you can afford to spend. Plus, a pre-approval puts you in a position to make a serious offer on a house when you find the right one.

Start saving

Depending on your credit score and the type of financing you choose, you typically need to save around 10-20% of the total home purchase price for a down payment and closing costs. Start putting any extra money into a savings account to reach your goal as soon as possible.

Once you purchase your home, continue the habit of putting money aside each month for maintenance and other costs, like upkeep, repairs, and taxes.

Enlist professional help and start shopping

Talk to friends, family, and co-workers to find a professional real estate agent that you can trust to help you find the right home. Exclusive buyer agents are your best bet, since they will have your best interest in mind during the bidding process, and will help you get the best deal possible.

It's best to have an idea of your budget and what you're looking for in a house, as well as any neighborhoods or locations you would like to be in, so you can guide the real estate agent's search and make the best use of your time touring houses.

Don't settle

Depending on your area and whether it's a buyers or sellers market, it may be hard to find a home that fits your wants, needs and budget. Try to keep the big picture in mind and don't settle for something you won't be happy with in a few months or years. With the down payment and closing costs needed upfront, it's best to plan to stay in a home for a few years at least before moving on.

The home buying process can be busy and hectic, but a little research, planning and saving goes a long way toward helping you make the most of your experience. Get started early and your wallet will thank you! -MM

Sources:
<http://money.msn.com/home-loans/6-must-dos-before-buying-a-home-bankrate.aspx>
<http://www.cbsnews.com/news/13-home-buying-tips-for-2013/>

Planning an affordable summer vacation

Make the most out of your summer trip with these tips to help you stretch your vacation budget.

Plan Ahead – As soon as you start thinking about your summer getaway, start saving! One of the best ways to keep your vacation affordable is to save the money ahead of time, and avoid unnecessary and unplanned credit card debt. Start putting any additional money you can into a savings account, specifically designated for your trip. Your Credit Union has an account specifically for this purpose.

Be Creative – Popular coastal cities tend to be more expensive and more crowded during the summer. If you're flexible on location and willing to consider inland cities, such as Chicago, Dallas, Denver, or Atlanta, you'll end up paying a lot less for the same (or better) amenities. Additionally, check out hotels

near convention centers, which are typically underused during the summer.

Do your Research – There are tons of great deal websites that can help you save money on family-friendly activities, like museums, concerts, cultural activities, and others. Set up email alerts for points of interest that may be offering a good deal.

Make it a Road Trip – If time and distance allows, driving to your vacation destination could save you a lot of money over flying. Plus you'll have a car for your vacation. Bringing your own snacks, drinks, and even bicycles and recreation equipment, will keep costs down on the road and during your stay.

Consider a Group Vacation – Talk with close friends and family about possibly vacationing together. Booking a large, multi-family beach or lake house as a group will save money and time for everyone. Or consider making a trip to visit family and friends and ask them to serve



as your hosts. You may even end up with a free place to stay!

A little research, planning and saving can go a long way to making your ideal summer vacation an affordable and enjoyable reality. Happy travels!-MM

Sources:
<http://money.usnews.com/money/personal-finance/articles/2013/07/16/how-to-plan-a-cheaper-summer-vacation>
<http://www.businessinsider.com/tips-plan-an-affordable-summer-vacation-2013-6>



Don't Let Tax Season Get the Best of You



If tax season left you worn out, don't get frustrated. Here are a few tips to prepare for your upcoming quarterly tax payments, or next year's tax season.

Save early and often – Open a savings account exclusively for tax purposes, and start setting aside a certain amount every month. For a full-proof savings plan, set up automatic deductions or transfers, so you don't even have to think about or remember to move money over.

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