

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% |

AGENCY SECURED²

Terms up to 84 months

| Type | Rate (APR ¹ as low as) |
|----------|--------------------------------------|
| Fixed | 5.74% |
| Variable | 5.24% |

AGENCY SECURED LINE OF CREDIT³

| Type | Rate (APR ¹ as low as) |
|----------|--------------------------------------|
| Variable | 4.74% ⁴ |

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.
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 35% of Contract Value, up to \$50,000.
⁴Rate listed includes Folio Direct Deposit discount of 0.25%.



October 2010

MoneyMatters

AGENT EDITION

Get up to a \$2,000 Rebate!

Planning to buy property or refinance an existing Commercial Real Estate Loan?

Get 1% of the loan amount, up to a maximum of \$2,000¹, when you finance with FIGFCU.



For more information, current rates or to apply, contact Rhonda Ellison at **800.877.2345, ext. 6048, or rellison@figfcu.org**.

¹ 1% , up to a maximum of \$2,000 offer, applies only to Commercial Real Estate Loans. The funded loan must be for a qualified FIGFCU member of a new Commercial Real Estate Loan (purchase money) or refinance of a loan not currently held by FIGFCU. Only commercial real estate loans funded directly through FIGFCU qualify for the rebate. The rebate will be applied as a credit towards closing costs. Rebate amount will not exceed \$2,000 for any one loan. Offer valid on loans with application dates after 7/27/10. Limited time offer. Call for details. Loan must fund within 90 days of the application or the offer is invalid. All loans are subject to credit approval.

MoneyMatters

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www.figfcu.com

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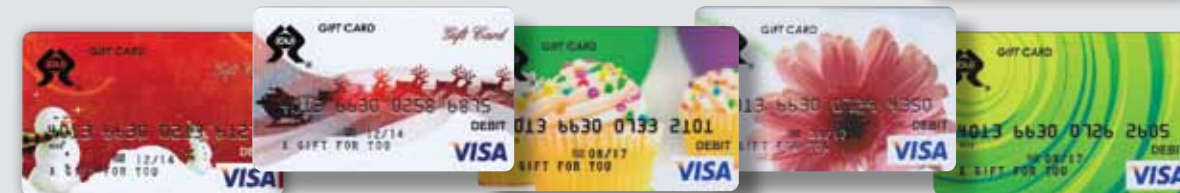
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Holidays - FIGFCU will be closed:
Thanksgiving, Thursday, November 25 & Friday, November 26, 2010
Christmas, Thursday, December 23 (closing at 11:00am) & Friday, December 24, 2010
New Year's Eve, Friday, December 31, 2010

Visa® Gift Cards: New Designs Available



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

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

[◇]\$5 fee per Gift Card applies.

Agency Secured Loan Rate Lowered

- Rates as low as 5.24% APR²
- Secure a low rate agency loan with your contract value
- Borrow up to 60% of your contract value³
- Terms up to 84 months
- Easy application process means you get your money quickly



² APR = Annual Percentage Rate. Rates are subject to change at anytime. ³ Borrow up to 60% of contract value for agents with monthly average sales count of 150 or more. Otherwise, borrow up to 50% of contract value. District Managers can borrow up to 60% without sales restrictions.

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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.

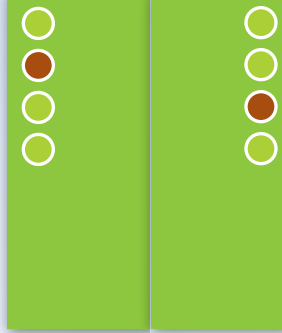
So, how is the credit union industry overall handling the challenges of this economy? First, let's look at loan delinquency, the leading indicator (and the one that causes the most angst) of future loan losses, as loan losses are far and away the biggest cause for those banks and credit unions that have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

