

## NOMINATIONS OF NOMINEES

Each nomination to the Farmers Insurance Group Federal Credit Union's Board of Directors should include: nominee's name, number of years with Farmers or other Select Employer Group that is eligible for FIGFCU membership, job title and duties, current responsibilities, and information related to how this experience would serve the FIGFCU Board and the Credit Union's members. Nominations should be limited to a maximum of 125 words.

**Qualifications for the three incumbent nominees are listed below.**

**Frank Ceglar** is the Executive Vice President and General Counsel for Farmers Group, Inc. Prior to joining Farmers Group, Inc., Mr. Ceglar was with an insurance defense firm and a national CPA firm. He earned his law degree from the University of Akron, Ohio. Mr. Ceglar has been serving the Credit Union's members since 2004, offering up his special expertise in the law and business.

**Janice Larsen** held the position of Vice President Application Programming for Farmers and retired in 1997 after 30 years of distinguished service to the company. During her employment with Farmers, she played a key role in the development of Farmers' policy processing systems, and held positions in Policy Service throughout the regions and Home Office. She became a member of the Credit Union's Board of Directors in 1983 and has consistently represented Farmers employees and its retirees throughout her term.

**Ed McMahan** became a career agent in 1975 and was appointed District Manager (DM) in the Phoenix area in 1978. Ed became a member of the Credit Union's Board of Directors in 1997. Since that time, Ed has contributed greatly to the Board. His performance as one of Farmers' top DMs makes him an invaluable source of information for the Credit Union's Board and an ongoing contributor to issues and developments specifically related to agents and their relationships with the Credit Union.



## Loan Rates

### AUTO Fixed Rates

% Financed	Term	NEW (APR as low as <sup>1</sup> )	USED (APR as low as <sup>1</sup> )
80%	36 mo.	4.62%	4.87%
	60 mo.	4.87%	5.12%
90%	36 mo.	4.87%	5.12%
	60 mo.	5.12%	5.37%
100%	36 mo.	5.12%	5.37%
	60 mo.	5.37%	5.62%

### AGENCY SECURED<sup>2</sup>

Terms up to 84 months

Type	Rate (APR as low as <sup>1</sup> )
Fixed	6.25%
Variable	5.25%

### AGENCY SECURED LINE OF CREDIT<sup>3</sup>

Type	Rate (APR as low as <sup>1</sup> )
Variable	4.50%

**MORTGAGE LOANS** Please call **800.877.2345** ext. 5002 for the most current mortgage rates.

<sup>1</sup>APR = Annual Percentage Rate. Rates listed are current as of 12/21/09 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.

<sup>2</sup>Borrow up to 60% of Contract Value if your average monthly sales count is 100+. Otherwise, borrow up to 50%.

<sup>3</sup>Borrow up to 35% of Contract Value, up to \$50,000.

## MoneyMatters

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

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**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.

**Brock Kasnick**, VP Marketing and Sales,  
Community Mortgage Funding.

**NCUA** Your non-IRA savings are federally insured  
to \$250,000, IRAs to \$250,000, by the  
NCUSIF, 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.

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

## Online Banking Update

Your Credit Union is working on upgrading both PC-TIED and Bill Pay. We are very excited about the enhancements to both systems. Some of the highlights include:

- Remote Deposit – deposit a check from your desktop without going to a branch or ATM
- Secure Messaging – send the Credit Union account specific information securely
- Mobile Access – conduct transaction through your mobile device
- Pay Bills – and have the money deducted from your account on the DUE DATE, not before

We plan on providing these new systems to our members in the first part of 2010, but we won't make them available until all the enhancements live up to our high service standards. Check PC-TIED for regular updates on our progress.

## Invest in your business.



**Agency Secured Loans**  
**Rates as low as 4.50% APR\***

\*APR=Annual Percentage Rate. Rate shown is  
FIGFCU's preferred variable rate based on credit  
worthiness and .25% discount for Folio Direct  
Deposit.  
Rates and terms are subject to credit approval.  
Rates are current as of 12/21/09 and are subject  
to change at anytime. Other rates and terms  
are available.

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Printed on recycled paper

## MoneyMatters

AGENT EDITION

JANUARY 2010

## New Year, New Wheels



## Start off the New Year with a new vehicle financed by your Credit Union.

Whether you're looking for a new vehicle or a pre-owned one, your Credit Union has financing to fit every purchasing need.

Plus, with rates as low as 4.38%\*, you can save money while you're driving the car of your dreams.

- Rate discount with Direct Deposit at the Credit Union
- Easy repayment with folio deduction
- Fixed and variable rate options with terms up to six years!
- Get pre-approved before you shop so you know how much you can afford

Applying for a loan is easy with the Credit Union. Apply online at [www.figfcu.com](http://www.figfcu.com) or call us at 800.877.2345, and we will take your application over the phone. In most cases, you can get a decision within one day. Apply now.

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## President's View



It's so natural to turn to the bigger picture at the beginning of a new year...making those big resolutions, asking ourselves what's truly most important, and how we can improve ourselves. While most of us would probably

like it if money issues were not such a huge part of our lives and our mentalities, the fact of it is, they are.

Most individual consumers lack personal budgeting self-discipline, blowing their ostensible budgets on small impulse purchases daily that typically are the result of poor planning and self-control. As with the bigger picture of looking at things through a multi-year, long-term lens, an excellent personal success technique is to plan out each day's activities and goals. I read recently where a group of sociologists had gone into the Amazon rain forest and found a group of people with extraordinary longevity. They asked the leader what he thought the secrets of their longer life spans were attributable to. His answer? "Every night before we go to sleep, we plan what we want to accomplish tomorrow." Amazing, sublime wisdom, no doubt. I think the hidden message there also strikes to one of the most necessary elements of happiness, too. That element is hope. Those who plan what they should do tomorrow will have hope that tomorrow is indeed going to be a good day. The importance of having hope can never be underestimated.

Start accomplishing your financial goals by working with the Credit Union. And why should you do business with your Farmers Insurance Group Federal Credit Union? There are many reasons, but allow me to give you my top few.

**1.** In doing more of your banking with us, we build a stronger relationship of trust over the long term. In fact, trust is the main engine of all human activity, especially including business transactions. Without trust, things would rapidly begin to break down.

**2.** In banking with us, you make not only us, but yourself, and the entire Farmers group of entities, stronger. The positive results that come from the synergy of working together will always be greater than what any singular entity can engender alone.

**3.** Our service is the best. Our members testify to that regularly, and we are very grateful for that. But we earn that praise from our members—thru daily caring and diligence. Great Service is part of our basic culture; it doesn't just happen.

**4.** Our pricing is highly competitive. Not always the best on every single product we offer, as that would be a good recipe for going out of business. But highly competitive across the board.

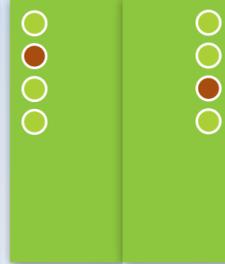
**5.** All your dealings with us are 100% private, secure, and confidential. No one you work with or know will ever gain access to your financial records with us (not without a bona fide court order!) without your authorization.

**6.** We are You. Our member/owners own our Credit Union. No banker can say that.

**7.** Accessing your funds, banking with us, is easy, no matter where you live or work. We are on a huge (over 28,000) network of nationwide ATMs which offer you funds access for free, if you're our member. We also participate in a 6,000 branch network with other credit unions where you can physically walk in and transact on your account with us. We have 18 walk-in branches of our own. Our superior telephone service is nationwide, and all our Counselors are competent and qualified to assist you on the full range of our products and services. Our Internet banking service is 24/7/365, so you can transact on your account at your convenience, wherever you are.

Spread the word! It's time to do more business with YOUR Credit Union! Happy 2010!

*Mark Herter*  
Mark Herter  
President/CEO



### Sign up for eNews – You Could Win \$25

The Credit Union sends members quarterly newsletters with statements. But did you know we also publish a newsletter electronically bi-weekly? And, starting January 12, 2010 one lucky recipient of eNews will win \$25\* per issue! That winner could be you!

Sign up for eNews today at [www.figfcu.com](http://www.figfcu.com). Scroll to the bottom right corner and enter your email address...it's that easy. Every other Tuesday, you will receive the latest information from your Credit Union about special promotions, financial news and more. Within each issue is a chance to win \$25. The winner could be you, so sign up today!

\*One participating recipient will be chosen at random to win \$25.00.

See site for details.



## Home Loan Pre-Approval



### An Essential Step before House Hunting

Here are five reasons why you should get a home loan pre-approval:

1. To know the maximum amount of money you can afford to spend on a home.
2. To determine the best type of loan to meet your needs (conventional, FHA, or jumbo).
3. To determine the amount of cash needed for a down payment and closing costs.
4. To correct any credit problems/inaccuracies on your credit report.
5. To make an offer immediately on the home you want.

You will save valuable time by only looking at properties that you can afford! To find out more about our home loans and the pre-approval process, call us today at **800.877.2345**.

MARK YOUR CALENDAR TO ATTEND THE CREDIT UNION'S ANNUAL MEETING!

WEDNESDAY, APRIL 28, 2010 12:30 PM – 1:00 PM

4601 WILSHIRE BOULEVARD, SUITE 110 • LOS ANGELES, CA 90010

PLEASE JOIN US FOR REFRESHMENTS!

## Notice of Annual Meeting

Please mark your calendar

April 28, 2010 at 12:30 pm  
Farmers Insurance Group Federal Credit Union  
4601 Wilshire Boulevard, Suite 110, Los Angeles, CA

All members are invited to Farmers Insurance Group Federal Credit Union's (the "Credit Union's") Annual Meeting, which will be held on April 28, 2010, at 12:30 p.m. The Annual Meeting will be held at the Credit Union's headquarters, located at 4601 Wilshire Boulevard, Suite 110, in Los Angeles, California.

Members will have a chance to meet the staff and officials who make our Credit Union work. The Credit Union will provide reports on our current financial status, our plans for the future, and announce the results of our election.

### Notice of Nominees

The Credit Union's Board of Directors has appointed a nominating committee to nominate at least one (1) nominee for each vacancy in accordance with the Bylaws. Under the Credit Union's Bylaws nominating policy, the nine (9) members of the Board of Directors should consist of the following:

1. Three (3) Board members representing the Agency Force (preferably one (1) District Manager and two (2) agents);
2. One (1) Board member representing the retirement community; and
3. Five (5) Board members from the Home Office Complex or local Regional Offices representing the following areas: accounting, auditing, investments, marketing, and regions.

In accordance with the nominating policy under the Bylaws, the members of the Nominating Committee for the 2010 Credit Union Election have nominated three (3) candidates on the ballot roster for three (3) open positions on the Board of Directors. Unless there are additional candidates nominated by petition, the three (3) candidates nominated by the nominating committee will serve on the Board of Directors. The three (3) nominees will each serve for a three (3) year term.

If there are additional nominations by petition, there will be an election by mail ballot. In that case, the three (3) candidates receiving the highest number of votes in the election will each serve for three (3) years.

The three (3) candidates selected by the Nominating Committee are set forth on the attached statement of qualifications and biographical data.

### Petition for Nomination

Any member who wishes to petition for nomination to serve on the Board of Directors may do so by submitting a petition for nomination with the original signatures of at least 430 Credit Union members no later than 3:30 p.m. on March 3, 2010. Each nominee by petition must submit a signed certificate stating that the nominee is agreeable to nomination and will serve if elected. The nominee should include a statement of qualifications and biographical data with his or her certificate. Anyone wishing to use the petition process should contact Gladys Garcia at the Credit Union at 323.209.6006. A posting of all nominees will be made at each Credit Union office on March 10, 2010.

Please note that there will be no nominations from the floor at the Annual Meeting because nominations are only permitted by petition or by the Nominating Committee.

### Voting Procedure

As noted above, the Nominating Committee has nominated one (1) candidate for each position to be filled on the Board of Directors. If the Credit Union receives one (1) or more additional, valid petitions for nomination, there will be more nominees than positions to be filled. In that case there will be an election.

An election, if necessary, will be determined by plurality vote and will be conducted by mail ballot, which will be mailed on or about March 17, 2010.