



MoneyMatters

Agent Edition

4 Ways To Stretch Your Vacation Dollars



Use these budgeting tips to get the most out of your upcoming trip.

1 Skip the chain hotels and research a cheaper alternative such as apartment rentals, staying with family or friends, or choose a B&B or small hotel.

If a hotel is a must, skip the online booking option and call the hotel directly. The best time to call is around 4pm local time on a Sunday afternoon. Ask to speak to the manager and you could get a better deal or some added perks to your reservation.

2 Be flexible with travel and fly out on Tuesdays, Wednesdays or Saturdays for the least expensive fares. And the best time to book is usually 45 to 60 days before your trip.

If booking last minute is the only choice, look into a cruise. Ships don't want open cabins, so booking last minute can earn you a discounted price.

3 Make lunch your big meal and have a budget dinner. Eating is a huge vacation expense, and dinner costs are a big reason why. Lunch prices are often 30% cheaper than the same meal on the dinner menu.

Also visit sites like restaurant.com and find coupons to places you'd want to try on vacation. This simple step will save you money (and skipping the debate on where to have dinner is just an added benefit!)

4 Research and book activities before you leave. The last thing your wallet needs is for you to just show up and try to plan activities on a whim. Planning will allow you to prepare a budget and give you time to find online deals so you can spend more on souvenirs.

Vacationing doesn't have to break the bank, but if you want a little extra protection for your wallet, check out our low rate credit cards. Plus, with no annual fee, all you have to do is choose the card that meets your needs. Apply today.

Visit www.figfcu.org/credit-cards or call 800.877.2345.

SOURCES

<http://www.travelchannel.com/interests/budget/articles/money-saving-travel-tips>

<http://www.bankrate.com/finance/smart-spending/budget-friendly-vacation-tips.aspx>

<http://money.usnews.com/money/personal-finance/articles/2013/05/21/5-budget-travel-tips-you-havent-heard-before>

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CEO's View

Dear Member,

First of all, thank you for your business and for your support of your Credit Union.

We have resolved the most challenging issues that occurred as a result of our systems upgrade in mid-February. Those of you who experienced hiccups on your accounts and were helped by our staff will attest to their tenacity and perseverance in getting things resolved for you. And to you, again, I thank you for your patience and support.

Additional staff was added to our call center in order to continue to lower member hold times. We respond to every callback request, email, and chat requests daily. We have learned much these last four and a half months, and no doubt have a few more things ahead of us. A major systems upgrade of this scope has been challenging, to say the least, but we are coming through it.

We are, day by day, returning to our historically great level of member service, care, and attention. If you have an issue, call 800.877.2345, visit a branch, email us, chat with us online, or even write us the old-fashioned way. We will respond to your request, no matter the channel you choose.

Recently, we added another layer of security to Online Banking. Members will be asked to set up security questions in order to protect you against potential fraudster/hackers. If you forget your password, you will be prompted to answer your security questions. If you answer incorrectly, you will be locked out until you contact us to unlock your account. And remember that your funds are always protected; you will never be a financial victim here.

Our savings, loan rates, and service charges/fees continue to be among the very best in the nation. Shop us first, and compare us to other institutions' if you wish. We will always stack up well.

Your Credit Union's financial strength and stability continue to augment monthly. Like Farmers itself, we've been around over 80 years, and plan on being around to serve your great grandchildren as well. My email address is mherter@figfcu.org. Please feel free to contact me anytime you wish. Either I will help, or I will draft a colleague or two to help you! We are all here to improve your financial lives, and that is what we are doing.

Mark Herter
CEO



Don't Get Caught Without The Cash To Fulfill Your Summer Plans!

Boost your cash-flow with one of our **Signature Loans**.

- Borrow up to **\$40,000**
- Terms up to 60 months
- No prepayment penalty

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or visit figfcu.org/personal-loans

Car Buying Tips

Everyone loves buying a car – but not so much the process of actually purchasing one.

The best thing to do before you walk into a dealership is to ask yourself some questions....



What Can I Afford?

Try following the “20/4/10” rule to make sure your pocket book isn’t hurting at the end of your purchase.

- Make a down payment of at least 20%.
- Finance a car for no more than 4 years.
- And don’t let your total monthly expense — car payment, gas, car insurance, and maintenance — exceed 10% of your gross income.

Take a good hard look at your finances and get pre-approved. A pre-approval puts you in a much stronger negotiating position for both price and interest rates. Be sure to factor all of these costs into your budget.

“Try following the
'20/4/10' rule...”

New or Used?

The reasons to buy new or used differ for everyone. But everyone should start his or her search online. Save time and money with helpful tools like TRUECar®. Starting online allows you to compare prices from multiple dealers without leaving the house until you’re ready to negotiate.

Buying New means you’ll enjoy the latest features, full warranty and custom options. However, the latest and greatest usually comes with higher price tags. Buying Used means you’ll save with huge selection, low cost, and less depreciation—a new car loses up to 20 percent of its value the moment it leaves the lot.

However, maintaining a used car usually requires more time and money.

In the end, whether to go new or used is up to you as long as you know what works for your budget and long-term needs.

When Should I Buy?

If you’re able to choose when to buy, there are several times when car dealers are eager to make a deal.

- ◆ **At the end of the day**, everyone wants to go home. Go to the dealership an hour before it closes, and you won’t find much of a struggle in getting a good deal.
- ◆ **At the end of the month**, dealers qualify for bonuses as they reach their sales goals. Visit as the month is coming to a close and dealers will be motivated to maximize bonuses by handing out great deals.
- ◆ **At the end of Summer**, car manufacturers are gearing up to release next year’s models. Dealers want to have room for these new cars, so take advantage of rebates and incentives designed to move out the old inventory.

When buying a car there is no one-size-fits-all piece of advice, but Your Credit Union is here to help. And with Auto Loan rates as low as 1.24% APR*, start rolling and get pre-qualified now. **Call, stop by your local branch, or visit www.figcu.org for more information.**

SOURCES
20/4/10 rule:
<http://www.interest.com/auto/news/how-much-should-you-spend-on-car/time-to-buy>
<http://www.jdpower.com/cars/articles/tips-advice/when-best-time-buy-new-car>

Loan Rates

AUTO Fixed Rates	
Term	Fixed Rate (APR ¹ as low as)
48 mo.	1.24%
60 mo.	1.74%
72 mo.	2.24%

AGENCY SECURED ² Terms up to 84 mo.	
TYPE	Rate (APR ¹ as low as)
Variable	4.24%
Fixed	4.99%

AGENCY SECURED LINE OF CREDIT	
TYPE	Rate (APR ¹ as low as)
Variable	4.99% ³

¹APR = Annual Percentage Rate. Rates listed are current as of 6/30/2016 and are subject to change without notice. Rates shown are our preferred rates based on credit worthiness and a 0.50% Direct Deposit/Folio Direct Deposit discount, if applicable and a 0.25% discount when you purchase through the Farmers Insurance Federal Credit Union Car Buying Service. 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.

Calendar



The Credit Union will be closed in observance of:

Labor Day
Monday
September 5, 2016

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Offer valid through 9/30/16. Offer applicable for Sprint customers on select plans. Requires registration at sprint.com/referral.

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Sprint Discount Program

25% Discount for agents of **Farmers Insurance Group**

To get your discount visit www.sprint.com/verify or take your work ID to your nearest store. Questions? Call 858.526.7507 or email maria.c.aparicio@sprint.com

Use this code for the Sprint Discount Program. Corporate ID: NAFAR_ZAG_ZZZ
Call Sprint Sales: 866-639-8354
Visit a local Sprint Store: sprint.com/storelocator

Activ. Fee: Up to \$30/line. Credit approval req. Referral Offer: Offer ends 9/30/16. Excludes CL. \$50 Prepaid card per new line up to \$500/year max. Requires 1 new line activation, at Sprint branded store or participating National Retailer, on qualifying plans with a phone purchase via installment billing or leasing. Existing and new accounts must register at sprint.com/referral within 30 days of new account activation. Existing and new accounts must be in good standing at time of fulfillment. Add a line not eligible. Referrer accounts must have been active for at least 48 hours prior to a referred new line activation. Offer excludes referrals made between Sprint affiliates or providers associated with Sprint (i.e., Virgin Mobile USA, Boost Mobile, Common Carriers Mobile and Assurance). Allow to work for delivery. May not be combinable with other offers. **American Express[®] Reward Card:** Terms and conditions apply to Reward Cards. See Cardholder Agreement or visit <http://www.americanexpress.com/sprint> for details. Subject to applicable law, a \$3.00 monthly service fee applies beginning in the seventh month after card issuance. Card is issued by American Express Prepaid Card Management Corporation. American Express is not the sponsor of this promotion. **SDP Discount:** Avail. for eligible company employees or org. members (ongoing verification). Discount subject to change according to the company's legal agreement with Sprint and is avail. upon request for select monthly data (w/ charge). Discount only applies to data on for-fee Choice Plans, Sprint Family Share Pack and Unlimited, My Way plans. Not avail. with no credit check offers or Mobile Hotspot add-on. **Other Terms:** Offers and coverage not available everywhere or for all devices/networks. Restrictions apply. See store or sprint.com for details. ©2016 Sprint. All rights reserved. Sprint and the logo are trademarks of Sprint. Other marks are the property of their respective owners. MS0416

NEW: Get Cash For Points!

You can now add Cash to the list of rewards you get with your VISA[®] Platinum Credit Card. You get points for everyday purchases, which you can redeem for CASH.

Visit: figfcu.org/credit-rewards to learn more.

Not a VISA[®] Platinum Card holder? **Apply online today!**

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