



MEMBER NOTES

News for Members of Michigan Educational Credit Union

JANUARY 2018



MISSION STATEMENT

“To provide members with quality, comprehensive, cost effective financial services”

Wrap Up Your Bills With A 6.95% APR Loan

Are holiday bills stressing you out? No worries! With Michigan Educational Credit Union’s 6.95% APR* Winter Wrap-Up Loan, you can consolidate your high-rate bills into one affordable monthly payment. Available for a limited time only, this affordable signature loan is also helpful for paying educational expenses, making home improvements, taking a winter vacation and more. Borrow up to \$10,000, with repayment terms up to 60 months. To make your loan request today, use the insert enclosed with your statement, contact the Loan Department at any MECU branch location, or go to www.michedcu.org.

* Annual Percentage Rate effective January 1, 2018, and is subject to change. Winter Wrap-Up Loan not available for refinancing existing MECU loans. Qualification for unsecured credit required.



Does MECU Have Your Latest Contact Information?

Please make sure that MECU has your current address and phone number on file, including your cell or work number if that is the best way to reach you. This information is vital in order for you to receive correspondence in a timely manner or if we need to contact you immediately

regarding your account.

You can update your phone number and other contact information within Internet Home Banking. After you log in, simply click on the settings tab at the top of the page, then open the Profile menu, where you can change your user ID,

password, address, email and phone number(s).

If you’re not an Internet Home Banking user, please notify us in writing. Stop by any branch office or send us a signed letter with your correct address, phone number and account number.

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Start Fresh With The Power Of Equity

If you made a New Year’s resolution to get your debt under control, consider consolidating your bills with home equity financing **as low as 4.50% APR*** from MECU. You’ll reduce your debt into one affordable monthly payment, and you may be able to deduct the interest you pay on your income taxes (please consult your tax advisor).

You can choose from our variable-rate Home Equity Line of Credit, with monthly payments as low as \$9.00 per thousand borrowed, or our closed-end, fixed-rate Home Equity Loan. Either way, there are **NO CLOSING COSTS** and loan amounts start at \$10,000.

You can even refinance an existing home equity loan from another lender at MECU’s current low rate. For more information on our Home Equity program and to apply, contact the Loan Department at any MECU office or go to www.michedcu.org.

* Annual Percentage Rate effective January 1, 2018, and is subject to change. 4.50% APR applies to a variable-rate Home Equity Line of Credit of \$50,000. Minimum loan \$10,000, maximum \$150,000. Maximum LTV of 90%. Other rates and terms are available. Rates not available on existing MECU loans. Offer available on Michigan real estate only.

A GOOD INVESTMENT STRATEGY IS IMPORTANT FOR YOUR FINANCIAL FUTURE

Our financial consultants can help you select a suitable investment plan to address your individual goals and objectives.

- Retirement Planning
- Financial Planning
- Rollovers
- IRAs
- 401(k) & 403(b)

For a no-obligation, complimentary consultation and a free review of investment programs, contact MECU Financial

Located at Michigan Educational Credit Union

(734) 416-5025

Serving All MECU Locations



Bill Knudsen
Wealth
Advisor



Karen Heddle
Wealth
Advisor



Securities offered through LPL Financial, member FINRA/SIPC. Insurance products offered through LPL Financial or its licensed affiliates. Michigan Educational Credit Union and MECU Financial are not registered broker/dealers and are not affiliated with LPL Financial.

**Not NCUA Insured.
Not Credit Union Guaranteed.
May Lose Value.**

CEO Update

It's time to ring in the New Year! As we kick off 2018, I want to remind you that Michigan Educational Credit Union is here to help you meet your financial goals, whatever they may be.

It's always exciting to see the new designs and latest technology at the North American International Auto Show. If you're in the market for a new vehicle, it's also a great opportunity to do a little hands-on research. When it comes to financing your new set of wheels, MECU offers some of the lowest auto loan rates in the Metro Detroit area. Speak with one of our Loan Officers to get pre-approved for your loan before you shop. That way you'll know how much you can afford and you'll be in a better position to negotiate a fair price at the dealership.

If your holiday spending is coming back to haunt you, MECU offers a variety of ways to help you consolidate your bills into an affordable monthly payment, including home equity financing and our popular 6.95% APR Winter Wrap-Up Loan. Of course, these loan options are also great for financing vacations. After all, spring break is just around the corner.



Bob Sandercock

At MECU, our 2018 goals are simple. Our priority is YOU! We are committed to serving our members' financial needs – with great rates, friendly service, and convenient access.

How To Get A Great Price On Your Next Car

Are you thinking of buying a car, but want to make sure you get the best price? Here are a few tips to help you find the right car at the best price.

Buy "off-season." Peak demand for cars is in the spring and fall, but if you want to find a bargain, shop for a car in December and January when the prices are lowered. That's when dealerships are eager to move the inventory off their lots to make room for newer models.

Know the real price of the car. Use websites like Edmunds.com, Kbb.com (Kelley Blue Book), and carsdirect.com to find the actual value of a particular make and model. If you're looking at new cars, find the invoice price (what the dealer paid for the car) and the manufacturer's suggested retail price. If you're looking at used cars, find the wholesale price and the dealer's asking price. Also look for current rebates. Knowing this information will help you negotiate at the dealership.



Comparison shop. Use online resources like TrueCar.com and Cars.com to compare the prices at dealerships in your area. This will save you time and gas money.

Look for discounts. Check automaker websites for "current offers." Many offer discounts to students, military service members, and members of credit unions. Deduct these discounts after you negotiate the price with the dealer.

Don't settle for dealer financing. Since dealers get a commission or flat fee for every loan they coordinate, he or she will probably try to get you to finance through the dealership. There are better options. You'll get a much better loan rate at a credit union – typically 1-2 percentage points lower than the average dealer rate.

Cash Rebate vs. 0% Financing. Some dealerships lure customers by offering a cash rebate or zero percent financing. Typically, only 10% of car buyers qualify for these incentives, and you may find you don't qualify. Even if you do qualify for their incentives, you'll likely save more money per month by taking the cash rebate and getting your loan through your credit union. To see for yourself, use the Car Finance Calculator available on Bankrate.com to compare the two options.

Before you head to the lots, do a little research, then talk to one of our Loan Officers to ensure you get a great auto loan.

5 Resolutions To Reduce Spending & Stress

As the new year begins, now is the perfect time to make a resolution to save more money. These five tips will help you trim spending, beef up savings, and reduce stress. It all adds up!

1. Pay it off. Pay off your credit cards to save money. Let's say you have a \$2,000 balance at 18% interest. If your minimum payment is 2% of the balance due each month, it will take you 19 years to pay it off and you'll incur \$3,862 in interest. But if you increase your monthly payments to 8% of the balance due – much more than the minimum – you'll reduce the payback time from 19 years to three years and nine months, and your interest costs now are only \$433. You've just "saved" \$3,429.

2. Conserve. Small changes mean big savings on your utility bill:

- Properly insulate all ducts.
- Use programmable thermostats. Turn your thermostat back 10% to 15% for eight hours each day during the winter to save as much as 10% a year on your energy bill.
- Use ceiling fans to reduce both cooling and heating bills.

3. So what's a buck? Grab a calculator. Add up what you spend on so-called "little things" that end up being budget-busters:

- If you spend \$1 a day on soda, that adds up to \$365 a year.
- If you spend \$2.75 a day on coffee, that's \$1,003.75 a year.
- If you spend \$6 every weekday on fast food, that's \$1,560 a year.
- If you spend \$6.20 a day on cigarettes, that's \$2,263 a year.

1099 Reminder

If you have several deposit accounts with MECU, you will receive a 1099 statement for every three to five deposit accounts. The statement(s) will give a line-by-line item description, with each mailing having a separate total at the bottom of the page. **If you receive more than one 1099 statement, you must combine the totals from all of them to get the total that needs to be reported to the IRS.**



4. Tune it up. Regular automobile maintenance – including low-cost oil changes, filter changes, and tire rotation – can save you big bucks by preventing costly repairs. Keep your engine tuned and your tires inflated to their proper pressure. On the road, stay within speed limits – gas mileage decreases when you drive faster than 60 MPH. Avoid "jackrabbit" starts, unnecessary idling, remove excess weight from the trunk, and combine errands.

5. Transfer it. Pay yourself first – set up automatic transfers to your share or special savings account. Have your paycheck automatically deposited to your credit union account. Consider using direct bill payment from your share draft account for recurring payments like household bills, insurance premiums, automatic investment and savings plans, mortgage payments, auto loan payments, and charitable donations. Set up a Christmas or Vacation Club Account. Participate in your employer's tax-advantaged retirement plan.

Holiday Closings

Martin Luther King, Jr. Day

Monday, January 15, 2018

(Service Centers locations OPEN 9:00-7:00)

Presidents' Day

Monday, February 19, 2018

(Service Centers locations OPEN 9:00-7:00)

Good Friday

Friday, March 30, 2018

(Service Centers locations OPEN 9:00-7:00)

Withholding Notice For IRA Owners

Payments from your IRA are subject to federal income tax withholding, unless you elect no withholding.

You may change your withholding election at any time prior to your receipt of a payment. To change your withholding election, complete the appropriate form, which MECU can provide to you.

Withholding from IRA payments, when combined with other withholding, MAY relieve you from payment of estimated income taxes. However, your withholding election does not affect the amount of income tax you pay.

You may incur penalties under the estimated tax rules if your withholding and estimated tax payments are insufficient.

Deposit Account Rates

All percentages expressed as Annual Percentage Yields (APYs)

SHARE SAVINGS ACCOUNT
.15% APY

DRAFT/CHECKING ACCOUNT
.05% APY

Share Savings and Draft/Checking Accounts earn interest with a \$5 minimum balance.

INDIVIDUAL RETIREMENT ACCOUNT
.30% APY

MECU reviews and may adjust deposit account rates monthly. Annual percentage yields shown above are for January 2018. Call the Credit Union for current rates on our Share Certificates.

Let's Get This Show On The Road!

The big shows are coming to Detroit this winter! Mark your calendar, then stop by MECU for affordable financing and loan pre-approvals that will put you in the driver's seat when it's time to buy. We offer auto loan rates as low as **2.24% APR*** for repayment terms up to 60 months. We also offer competitive loan rates on boats, RVs, motorcycles and more. You can even refinance your existing loan from another lender at our current low rates. See the charts below for a complete list of our current auto, boat and RV loan rates and more. To make your loan request today, use the insert enclosed with your statement, contact the Loan Department or go to www.michedcu.org.

New & Used Boats, RVs & Travel Trailers

\$200,000 Maximum Loan Amount

Up to 84 Months** as low as **4.24% APR***
 85-120 Months** as low as **4.49% APR***
 121-180 Months** (Min. \$50,000) as low as **4.49% APR***
 181-240 Months** (Min. \$75,000) as low as **4.74% APR***

New & Used Motorcycles, Snowmobiles, Personal Watercraft

Up to 60 Months** as low as **3.24% APR***
 61-72 Months** (Min. \$10,000) as low as **3.54% APR***
 73-84 Months** (Min. \$25,000) as low as **3.74% APR***

* Annual Percentage Rates effective as of January 1, 2018, and are subject to change. Rates based on approved credit and credit union relationship. Rates not available on existing MECU loans. ** Repayment term.

THE BIGGEST PURE FISHING SHOW IN MICHIGAN!



\$2 OFF

MECU

ANY ADULT ADMISSION

THURS. THRU SUN. (Not Valid With Any Other Coupon)

THUR. 1 pm - 9 pm	SAT. 10 am - 8 pm
FRI. 11 am - 9 pm	SUN. 10 am - 5 pm

January 11-14, 2018

Suburban Collection Showplace
UltimateFishingShow.com

Mark Your Calendar:

The Ultimate Fishing Show

January 11-14 at the
Suburban Collection Showplace

North American
International Auto Show

January 20-28 at Cobo Center

Detroit Camper & RV Show

February 7-11 at the
Suburban Collection Showplace

Detroit Boat Show

February 17-24 at Cobo Center

Outdoorama

March 1-4 at the
Suburban Collection Showplace

AUTORAMA

March 2-4 at Cobo Center

Auto Loan Rates As Low As...

2018s/2017s/2016s/2015s/2014s

2.24% APR* 12 Months** **2.24% APR*** 48 Months** **2.99% APR*** 72 Months**

2.24% APR* 24 Months** **2.24% APR*** 60 Months** **3.74% APR*** 84 Months**
(Min. \$25,000 loan for 84 month term)

2.24% APR*
36 Months**

2013s/2012s/2011s

3.24% APR*
Up to 60 Months**

2010s & OLDER

5.99% APR*
Up to 48 Months**



Call the Loan Department for details!

Plymouth 734-455-9200 • Livonia 734-261-1050
 Ann Arbor 734-761-7505 • Brighton 810-494-6000
 Royal Oak 248-399-7473 • Macomb 586-566-5599

WEBSITE

Make your loan request or use our loan calculator at www.michedcu.org.

PRE-APPROVAL

Get pre-approved to put you in a better position to negotiate at the dealership.

COLLEGE GRAD DISCOUNT

2016 and 2017 graduates can save .25% off MECU's current 2018s/2017s auto loan rates. Ask for details.

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 ** Repayment Term



Website: www.michedcu.org
E-Mail: general@michedcu.org

Toll-Free Phone:
 (888) 261-3355
(Outside Metro Detroit area)

Office Hours:
 9:30-5:30 Monday-Friday

Phone Service:
 9:15-5:30 Monday-Friday

Plymouth Office:
 9200 Haggerty Road
 Plymouth, MI 48170
 Phone: (734) 455-9200

Livonia Office:
 14921 Middlebelt Road
 Livonia, MI 48154
 Phone: (734) 261-1050

Ann Arbor Office:
 4141 Jackson Boulevard
 Ann Arbor, MI 48103
 Phone: (734) 761-7505

Brighton Office:
 123 Brighton Lake Road,
 Suite 102 (in Pinehollow Place)
 Brighton, MI 48116
 Phone: (810) 494-6000

Royal Oak Office:
 1903 Rochester Road
 Royal Oak, MI 48073
 Phone: (248) 399-7473

Macomb Office:
 47230 Hayes Road
 Macomb, MI 48044
 Phone: (586) 566-5599

CO-OP Shared Branch & Surcharge-Free ATM Locations
 Toll-free locator: (888) SITE-CO-OP
www.allco-op.org

Mortgages:
 Plymouth: (734) 416-5076
 Livonia: (734) 261-6550
 Ann Arbor: (734) 761-7505

Financial Services:
 Plymouth: (734) 416-5025
 Livonia: (734) 261-1050
 Ann Arbor: (734) 761-7505
 Brighton: (810) 494-6000
 Royal Oak: (248) 399-7473
 Macomb: (586) 566-5599

