



MEMBER NOTES

News for Members of Michigan Educational Credit Union

JANUARY 2019



MISSION STATEMENT

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

Kick Those Winter Bill Blues!

MECU can help you get back on your feet after the holidays! With our 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, working on a few home improvement projects, 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 through February 28, 2019, and is subject to change. Winter Wrap-Up Loan not available for refinancing existing MECU loans. Qualification for unsecured credit required.



Check Your Score & More With Credit Sense

At Michigan Educational Credit Union, your financial security is important to us. That’s why we’re pleased to introduce a new service to help you check your credit score and monitor your credit report. It’s called Credit Sense and it’s FREE to MECU members.

With Credit Sense, you’ll get your latest credit score and report, an understanding of key factors that impact the score, and the most up-to-date offers that could help you save money. You can check your credit score as often as you wish – even daily – and it won’t impact your credit score. In fact, checking in regularly can help you build or maintain your financial health.

Credit Sense also monitors your credit report daily and informs you by email if there are any big changes detected, including new accounts, changes in address or employment, and recent credit inquiries. By regularly monitoring your credit report, you can keep a closer eye on your credit and head off potentially fraudulent activity.



Credit Sense is built right into MECU’s Internet Home Banking and Mobile Banking platforms, so it’s easy to access and you don’t need a new login. Simply click on the credit score icon within Internet Home Banking or Mobile Banking to get started. Please be aware that when you first enroll, you will need to provide your Social Security number and other credit information to confirm your identity.

We hope you’ll enjoy this helpful new service. If you have any questions, please refer to the FAQs available on our website or contact any MECU office.

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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

Let's face it: January is a tough month. Besides the harsh weather conditions outside, we're all forced to transition from a month full of giving – and spending – to a time of more restraint.

Whether you're trying to shed a few pounds or get your finances under control, you may need a little help to get the job done. Although we don't know the first thing about choosing the right diet plan, your friends at MECU *can* provide you with the products and services you need to meet your financial goals for the new year.

Did you receive an end-of-year bonus or a cash gift over the holidays? Take the opportunity to start a savings plan. You can even open a special Share Savings account at MECU and name it for a specific purpose, like a dream vacation or a down payment on a new car. If you won't need the money for a while, consider opening a Share Certificate to

earn a higher rate of return. We even provide access to financial planning and investment services through our on-site MECU Financial representatives.

If your giving spirit got the best of you this holiday season, you may need help managing your bills at this point. MECU offers a variety of loan options for bill consolidation, including our limited-time 6.95% APR Winter Wrap-Up Loan and our popular Home Equity Loans. Or you might want to consider transferring your high-rate credit card debt to a low-rate credit card from MECU – with no balance transfer fees!

Before you know it, you'll be on your way to meeting your financial goals. Now about that diet...



Bob Sandercock

Car Buyers' Worst Mistakes

How much money do you think educated car buyers can save over uneducated buyers when buying the same car? Would \$5,000 get your attention?

While you may not save as much as \$5,000, you'll save a bunch if you avoid these classic car-buying errors:

- **Showing enthusiasm.** If you act excited, the sellers know they have a unique product you want. The price goes up instantly. Keep that enthusiasm in check until you've driven home.
- **Buying in a hurry.** If you buy on your first visit to a dealership, you don't have time to compare. Take your time. Be willing to walk away. The price at most dealerships falls quickly if you move slowly.
- **Giving deposits before the dealer approves your offer on a vehicle.** Feel free to give a deposit – if you really want a vehicle. But don't give it until the boss has said "yes." Some dealerships use deposits to keep you there while they try to convince you to pay more. And you can't leave if they have your deposit.
- **Being switched to leasing without doing your homework.** Because dealerships make a much

larger profit if they lease rather than sell, even the best dealership may try to "switch" you. They'll try to convince you leasing is cheaper than buying. In most instances, it isn't. If you want to lease, fine. Just don't do it on the spur of the moment.

- **Trading in your old car without knowing its value in advance.** A dealership has the right to give you the least you will take for your old car. But you have a right to get the most your car is worth. To know that value, simply clean it up, and try to sell it to several used car dealerships. The highest amount you're offered for it is your car's real value right now. Don't accept less than that in trade.
- **Financing automatically at the dealership.** The dealership may not be the cheapest place to finance. To find out, simply bring a copy of the filled-out dealer contract to Michigan Educational Credit Union and compare contracts. If the dealership won't give you a copy, they're probably not the cheapest.

Big mistakes, big bucks out the window. We like to help you preserve your money – that's what credit unions are all about. Avoid these mistakes, and put that money to work rather than throwing it away.

Resolve To Budget, Save & Invest This Year

January is a good time to take stock of your personal finances. You can make positive changes to your spending and saving habits, whether it's making a New Year's resolution to get spending under control, figuring out how to save for a down payment on a house, or analyzing your investment portfolio. Many people, however, don't know where to start.

Where Are You Now?

Start with a personal assessment. Ask yourself: Do you track where your money goes? Have you identified your spending leaks? Do you have a written spending plan? Do you have an emergency or rainy-day fund? Do you live within your means? Do you have written financial goals?

Know The Difference

Many people think that if they don't overdraw their financial accounts, they're doing just fine. But that's not the whole story. Not even close.

Having a plan for different aspects of your life is essential. Consider a plan where you:

- Budget – for short-term goals.



- Save – for medium-term goals.
- Invest – for long-term goals.

Ask For Help

Budgeting, saving, and investing are essential components of financial well-being, and they require different strategies. Your friends at Michigan Educational Credit Union can help you get started. Contact us today to help you start the New Year on the right financial footing.

Clean House With The Power Of Equity

Would you like to get your higher rate debt under control? Consider home equity financing as low as **4.50% APR*** from MECU! It's a great way to reduce your debt into one affordable monthly payment.

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.

Besides bill consolidation, home equity financing is ideal for any major expense, including home renovations, college tuition, weddings, vacations and more.

You can even refinance an existing home equity loan

from another lender. For more information and to apply, contact the Loan Department at any MECU office or go to www.michedcu.org.

* Annual Percentage Rate effective January 1, 2019, 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.

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.

Holiday Closings

Martin Luther King, Jr. Day
Monday, January 21, 2019

Presidents' Day
Monday, February 18, 2019

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
.25% APY

DRAFT/CHECKING ACCOUNT
.05% APY

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

INDIVIDUAL RETIREMENT ACCOUNT
.40% APY

MECU reviews and may adjust deposit account rates monthly. Annual percentage yields shown above are for January 2019. Call the Credit Union for current rates on our Share Certificates.

It's Show Time In Detroit!

Are you a car enthusiast or more of a happy camper? Whatever floats your boat, there are big shows coming to town this winter to celebrate your passion. Mark your calendar, then turn to MECU for affordable financing.

You can finance a new or used vehicle as old as 2015 for as low as **2.99% APR*** with repayment terms up to 60 months. Need a longer term? We can help with that too! 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 auto, boat and RV loan rates and more.

Be prepared by getting pre-approved for your loan now! To make your loan request today, use the insert enclosed with your statement, contact the Loan Department at any MECU office 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, 2019, and are subject to change. Rates based on approved credit and credit union relationship. Rates not available on existing MECU loans. ** Repayment term.*



Mark Your Calendar:

The Ultimate Fishing Show
 January 10-13 at the
 Suburban Collection Showplace

**North American
 International Auto Show**
 January 19-27 at Cobo Center

Detroit RV & Camping Show
 February 6-10 at the
 Suburban Collection Showplace

Detroit Boat Show
 February 16-24 at Cobo Center

Outdoorama
 February 28-March 3 at the
 Suburban Collection Showplace

AUTORAMA
 March 1-3 at Cobo Center

Auto Loan Rates As Low As...

2019s/2018s/2017s/2016s/2015s

2.99% APR* 12 Months** **2.99% APR*** 48 Months** **3.49% APR*** 72 Months**

2.99% APR* 24 Months** **2.99% APR*** 60 Months** **3.99% APR*** 84 Months**
 (Min. \$25,000 loan for 84 month term)

2.99% APR*
 36 Months**

2014s/2013s/2012s

3.49% APR*
 Up to 60 Months**

2011s & 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

2017 and 2018 graduates can save .25% off MECU's current 2019/2018 auto loan rates. Ask for details.

* Annual Percentage Rates effective as of January 1, 2019, and are subject to change. Rates based on approved credit and credit union relationship. Rates not available on existing MECU loans.
 ** 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

