



MEMBER NOTES

News for Members of Michigan Educational Credit Union

OCTOBER 2018



MISSION STATEMENT

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

Great Road Trips Start With A Great Rate!

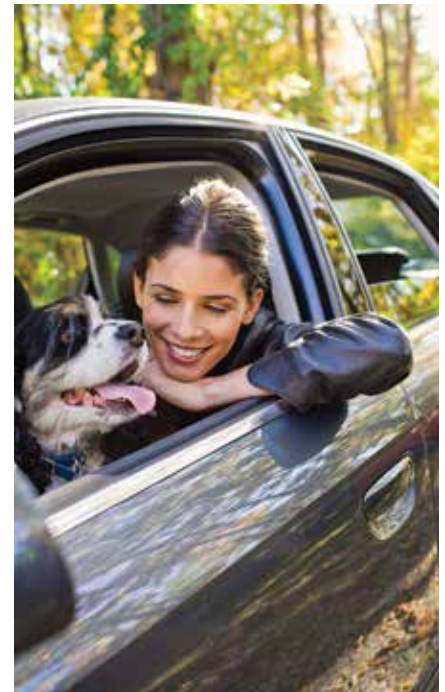
If you're looking for fabulous fall color, look no further than Michigan. It's around nearly every bend in the road.

And if you're looking for a great auto loan rate, look no further than Michigan Educational Credit Union. With new and used auto loan rates as low as **2.74% APR***, you can afford to experience the spectacular colors of autumn from behind the wheel of a new vehicle this year.

Whether you're taking advantage of model-year clearance deals or saving a few bucks with a used vehicle, MECU can help you finance your new car, truck or SUV. After all, our auto loan rates as low as 2.74% APR are available on new *and* used models as old as 2015 with terms up to 60 months. Check out the back page of this newsletter for other rates and terms.

To make your loan request, go to www.michedcu.org, contact any MECU office or use the insert enclosed with your statement.

* Annual Percentage Rate effective October 1, 2018, and is subject to change. Rate based on approved credit and credit union relationship. Rate not available for refinancing existing MECU loans. Details available at www.michedcu.org.



Let MECU Lend A Hand With Fall Fix-Ups

Get ready to tackle a few projects on your to-do list with the help of a low-rate loan from MECU.

Our 9.95% APR Revolving Credit Personal Loan is ideal for smaller, do-it-yourself projects. Once approved for the loan, you can tap into your unused credit limit whenever you need it. You'll have easy access through Internet Home Banking, Mobile Banking, a CO-OP ATM, or at any MECU office.

If you're considering a large renovation – like installing a new roof or adding new windows – home equity financing may be your most affordable option. Our rates start as low as **4.50% APR*** and you can choose from a variable-rate Home Equity Line of Credit, with monthly payments as low as \$9.00 per thousand borrowed, or a closed-end, fixed-rate Home Equity Loan. Either way, you can borrow \$10,000 or more without worrying about the added expense of closing costs. You can even refinance an existing home equity loan from another lender. Ask your tax advisor about possible tax savings.



If an equity loan isn't right for you, we also offer Home Improvement Loans for \$1,000-\$25,000 for up to nine years at a competitive rate. All loan checks are made payable to your contractor or home improvement center. For more information or to make a loan request, contact the Loan Department at any MECU office or go to www.michedcu.org.

* Annual Percentage Rate effective October 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 available. Rates not available on existing MECU loans. Offer available on Michigan real estate only.

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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

This October, we're joining more than 89,000 credit unions worldwide in a celebration 70 years in the making. It's the platinum anniversary of International Credit Union Day, and we're proud to be a part of it.

Why do millions of people around the world choose credit unions? Because credit unions have a "people-first" philosophy that impels them to constantly improve the communities and lives of their members. We do that by offering affordable rates and high-quality service that simplify our members' lives and empower them to meet their financial goals.

As cooperative and democratic financial institutions, credit unions' success depends on the

success of its members and their community. Your best interest is in our best interest.

Here at Michigan Educational Credit Union, we celebrated a milestone ourselves just last year with our 75-year diamond anniversary, thanks to the long-standing support of our loyal membership.

Join us on Thursday, October 18, as we celebrate International Credit Union Day with cider, donuts and other treats. It's an opportunity for us to show our gratitude to our members and to recognize the great strides of credit unions everywhere.



Bob Sandercock

Millennials: Your Life Goals Are Our Goals

If there's ever a time that "millennials" need cooperatives, it's now.

The last ten years have been quite transformational for this generation of young adults. Younger millennials just graduating college likely saw their parents lose jobs, benefits and pensions while bank executives lost nothing. According to a study by Filene Research Institute, millennials make about as much (rather, as little) as previous generations, but factor in the average student loan debt of \$27,000 and that take-home pay is quickly eaten up.

Despite that, millennials are principled and they maintain an optimistic outlook about their financial future. And life goals and financial goals are entwined. If you're looking to firm up yours, a credit union – which is a not-for-profit financial cooperative that offers the same services as a bank – is a smarter choice.



Here are some ways a credit union can help you achieve your life goals.

If you value open membership without boundaries, a credit union is for you. When you opened your first bank account, did you have to deposit some ridiculous amount of money or risk getting hit with a \$5 monthly fee? At a credit union, you usually only have to deposit a minimum of \$1 to \$10. That money is a "share" in the company instead of money that's invested in high risk securities. Anyone can open an account without worrying about meeting certain terms.

If you value cooperation instead of competition, a credit union is for you. Why should you have to suffer because your bank doesn't have ATMs everywhere? A \$4 fee here and there really adds up. You shouldn't have to spend \$24 to withdraw \$20. That's a ripoff! Instead, grab your smart phone, download the CO-OP ATM app and find a surcharge-free ATM or shared branch to conduct your business. Voila! As everyone knows, life is a little better when you work together instead of making everything a competition.

A credit union, with its not-for-profit values, can help you affect change in your community and life. Whether it's an auto loan, mortgage, credit card or checking account, they are simply a smarter choice. Set big goals in your life, and a credit union like Michigan Educational Credit Union can help you achieve them.

Sharpen Pencils, Then Kick Tires

It takes 30.6 weeks' pay for a median income family making \$51,413 a year to buy a new car. That's kind of interesting – but it doesn't answer the question: How much car can you afford? Here's how to find out:

1. Check your budget:

- List all income; list fixed and variable expenses.
- Keep all monthly payments – including your rent or mortgage – to less than 40% of monthly take-home pay.

2. Check other personal finance goals:

- Are you saving for a down payment on a house or for a college education? Can you defer buying a car longer while you focus on those goals?

3. Remember other car expenses:

- License, registration, insurance, gas, maintenance and repair.

4. Factor in:

- Down payment, carmaker rebates, trade-in value, and how much you can afford to borrow.

5. Test-drive your car payment:

- Divert the amount of your expected car payment into your credit union savings toward your down payment. Try it for three to four months or more. See how tight the payment is with the rest of your obligations and goals.

6. Ask an MECU Loan Officer to help you run the numbers:

- See what monthly car payment you can live with. We're here to help!



Cover The GAP With MECU

Guaranteed asset protection (GAP) insurance covers the difference between what a consumer owes a lender and what an auto insurer will pay if a car is totaled or stolen shortly after it's purchased. Having this type of insurance can be a financial lifesaver, but you don't have to settle for the high-cost options at the auto dealership.

MECU offers GAP Plus insurance for a low fee that can be factored into your monthly auto loan payment, or you can pay separately by cash or check. GAP Plus provides a \$50,000 maximum claim benefit, with loan term coverage up to 84 months (coverage applies to the first 72 months). You can even give it a try with a 90-day free look-cancel option. Ask a Loan Officer for details.

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 October 2018. Call the Credit Union for current rates on our Share Certificates.

Tell Your Family & Friends To Join MECU Online Today!

Better savings and loan rates, lower fees, friendly service – there are many reasons to encourage your family and friends to become a Michigan Educational Credit Union member. And with our new online application, it's easier to join than ever before!

Simply go to our website at www.michedcu.org and click on the "Open an Account" button to get started, then follow the prompts. You can also open new share savings accounts, club accounts and share certificates, or apply for a loan. Keep in mind that the online application

should not be used in a shared environment, such as a library.

Relatives of existing MECU members are eligible to join, as well as anyone who lives, works or worships in Wayne, Washtenaw, Oakland, Macomb, Livingston or Jackson County.

Give Yourself A Little Credit For The Holidays

With the holidays coming up, the last thing you need is a high interest rate on your credit card. Why not shed a little weight in your wallet and carry a credit card that will give you a little more bang for your buck?

With an MECU credit card, you'll get a fixed annual percentage rate as low as 9.90% APR, no annual fee, a 25-day grace period on purchases, and no fee for balance transfers. We currently offer Visa

Classic, MasterCard, Visa Gold and Visa Platinum. They're accepted worldwide for purchases and cash advances, which makes them ideal for travel and holiday shopping.

Save money off your monthly bills by consolidating your high-rate credit card debt to one of our low-rate cards. To apply for a credit card or to request a credit limit increase on an existing card, call or stop by any MECU office. Or, go to www.michedcu.org.

Credit Unions: Find Your Platinum Lining

On October 18, credit unions in our community and worldwide will come together to celebrate International Credit Union Day® and the role that financial cooperatives play in improving the communities they serve and the lives of their members the world over.

All credit unions share a common goal to offer access to affordable financial services to their members and to provide even the most financially disadvantaged the tools and the opportunities to be financially self-sufficient. Making life choices and dreams a reality is the credit union difference that makes a real impact in our world.

Credit unions are unique because they are not-for-profit, democratically controlled, member-owned cooperatives. Credit unions pool their members' assets to provide low-cost loans and other financial services in the best interest of the members, not to earn shareholder profits. The credit union movement's cooperative spirit is embraced by members served in more than 89,000 credit unions in 117 countries worldwide.

Stellar member service and democratic control are just some of the many benefits of being a credit union member. That's as true of credit unions here in Michigan as it is in other cooperatively-owned financial institutions from Afghanistan to Zimbabwe.

Join Michigan Educational Credit Union as we celebrate the 70th official International Credit Union Day on **Thursday, October 18, 2018** – a day to recognize our proud cooperative heritage. Stop by any MECU branch for cider, donuts and other treats. It's our little way of saying "thank you" to all of our members for their loyalty and support.



Holiday Closings

Columbus Day

Monday, October 8, 2018

Veterans Day (observed)

Monday, November 12, 2018

Thanksgiving

Thursday & Friday, Nov. 22 & 23, 2018

Christmas

Monday & Tuesday, Dec. 24 & 25, 2018

New Year's

Mon., Dec. 31, 2018 & Tues., Jan. 1, 2019



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 & Surchage-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

Auto Loan Rates As Low As...

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

2.74% APR* 12 Months** **2.74% APR*** 48 Months** **3.24% APR*** 72 Months**

2.74% APR* 24 Months** **2.74% APR*** 60 Months** **3.74% APR*** 84 Months**
(Min. \$25,000 loan for 84 month term)

2.74% APR*
36 Months**

2014s/2013s/2012s

3.24% 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 2019s/2018s auto loan rates. Ask for details.

* Annual Percentage Rates effective as of October 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

