

INSIDE THIS ISSUE:

Find out why preparing for your next car purchase can save you time and money, featuring advice from FTCU's Chief Lending Officer, Carl Blouin.



PRESIDENT'S MESSAGE

With Atlanta's "snowy" winter weather behind us, I'm sure you can agree that we are all looking forward to the warmer sunny days of spring! At Fulton Teachers' Credit Union, we are excited to help our members find new ways to save money. Check out this issue's feature article written by our Chief Lending Officer, Carl Blouin, about how FTCU can save you time and money when it comes to purchasing your next vehicle. We are also in the process of updating our website with a fresh new look which we hope to debut sometime this Spring!

Stephen Smith, President/CEO

Georgia Credit Unions Save Members More Than \$125 Million Annually

Credit unions in Georgia provided their members with direct benefits of more than \$125.2 million from October of 2013 through September of 2014, according to the semi-annual Member Benefits Index (MBI) released by Georgia Credit Union Affiliates (GCUA).

As not-for-profit cooperative organizations, credit unions are owned by members, not third-party shareholders. Credit union members benefit from lower interest rates on loans, higher returns on savings and fewer fees than they would find at banks.

For example, a credit union member with a \$20,000 four-year used car loan would save an average of \$367 over the life of that loan versus what they would pay for the same loan at the typical bank.

The MBI also reports credit union membership in Georgia continues to climb. After a 2.3 percent increase in 2013, membership was up another 2.8 percent in 2014, having surpassed the 2 million mark midyear.

"It's true members definitely save money when they conduct their business with credit unions," said Mike Mercer, president and CEO of GCUA. "But it goes deeper than that. A member at a credit union is an owner and being an owner entitles a person to a level of helpfulness and respect that a customer at a for-profit company will have trouble finding. Credit unions succeed when their members succeed. So in addition to lower fees and better rates, credit union members are part of an organization that is wired up to help them succeed."

LOCATIONS

SOUTH OFFICE

3604 Atlanta Ave., Hapeville, GA 30354
PHONE: (404) 768-4980 FAX: (404) 768-5496

NORTH OFFICE

1560 Holcomb Bridge Rd., Roswell, GA 30076
PHONE: (770) 667-8114 FAX: (770) 667-8329

24/7 EXPRESS LINE TELLER: (404) 768-3459

HOURS

NORMAL BRANCH HOURS

Mon.-Fri. 9am-5pm & Saturday 9am-12pm

SUMMER BRANCH HOURS

June 1- August 1

Mon.-Fri. 9am-4pm & Saturday 9am-12pm

HOLIDAY CLOSINGS

Spring Break: April 9, 10, 11

Memorial Day: May 23, 25

Independence Day: July 3, 4

RATES

FTCU FIGURES

Figures as of February 28, 2015

ASSETS: \$93,006,500 LOANS: \$50,415,800
DEPOSITS: \$81,350,200 MEMBERS: 11,308

LAST DECLARED DIVIDENDS & ANNUAL PERCENTAGE YIELDS

QUARTER BEGINNING APRIL 1, 2015

SHARE ACCOUNT	RATE	APY
\$5,000.01+	0.12%	0.12%
\$250.01-\$5,000.00	0.07%	0.07%
\$49.99-\$250.00	0.03%	0.03%

MINOR ACCOUNT

(Under 18 years old)

\$5.00-\$250.00	0.10%	0.10%
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CLUB ACCOUNT

	0.10%	0.10%
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MONEY MARKET ACCOUNT

	RATE	APY
\$2,500-\$9,999.99	0.15%	0.15%
\$10,000-\$24,999.99	0.20%	0.20%
\$25,000-\$49,999.99	0.23%	0.23%
\$50,000-\$99,999.99	0.28%	0.28%
\$100,000 and Over	0.30%	0.30%

SHARE DRAFT ACCOUNT

with average balance over \$500.00	0.03%	0.03%
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CERTIFICATE OF DEPOSIT

TERM	RATE*	APY
6 month	0.25%	0.25%
12 month	0.30%	0.30%
12 mo. > \$50,000	0.35%	0.35%
2 year	0.45%	0.45%
2 year > \$50,000	0.50%	0.50%

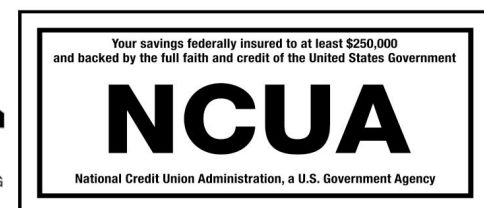
IRA SHARE ACCOUNT

\$100,000+	0.20%	0.20%
Up to \$100,000	0.15%	0.15%

IRA CERTIFICATE OF DEPOSIT

Same as the certificates of deposit above.

*Certificate rates subject to change without notice.





Carl Blouin, Chief Lending Officer

Buying a Car is Similar to a Mid-term Exam

Buying a car is similar to a mid-term exam. If you do not prepare, your grade (purchase) can negatively impact the rest of your term (in this case a 5 or 6 year term). In this article, we will help you to prepare for this all important exam. We will begin by saying that car salesmen and finance managers are not all bad people. There are many great car buying options available to members including, but not limited to, Enterprise Car Sales. We partnered with Enterprise Car Sales over a decade ago because we appreciate the way they treat our members and our first priority is to you, our members.

If you choose another avenue for your automobile purchase, we want to make sure you are prepared **BEFORE** you walk in the door. As soon as you have the first thought about purchasing a vehicle, call Fulton Teachers' Credit Union to get **Pre-Approved**. This will save you two of the most valuable things that you have: **Time and Money**. Getting pre-approved will afford you the benefit of knowing how much you should spend in order to stay within your budget. Going into a dealership without a budget and a pre-approval from Fulton Teachers' Credit Union can prove to be very costly. Your emotions can get the best of you and you can begin to justify paying \$100 per month more than you can afford because the finance manager convinced you that you "Deserve" to treat yourself. You may also hear "...that's just \$25/week and you can just cut out Starbucks to make up the difference". Don't make an emotional decision. Make a calculated decision and take the power away from the person trying to make the sale by empowering yourself with knowledge that your credit union would love to share with you.

Not only will we help you with your rate, term and payment, but we will also help you with the value of the vehicle (good deal or bad deal), the value of aftermarket options, and unnecessary charges that may be included in your purchase. Here is a real life example of being unprepared for a vehicle purchase vs. being prepared by calling Fulton Teachers' Credit Union first:

Unprepared		Prepared	
2011 Buick Regal	\$16,997.19	Actual NADA value	\$15,125.00
GAP from Dealer	\$799	GAP from FTCU	\$299
Warranty (3yr/36k)	\$2,197	FTCU Warranty (same)	\$1623
Total (including taxes)	\$21,138.19*	Total (including taxes)	\$18,192.00*
Rate (credit score 593)	20.95%	Rate (credit score 593)	14.75%
Term	72 mos.	Term	72 mos.
Payment	\$517/mo	Payment	\$382/mo
Total Interest	\$16,147.02	Total Interest	\$9,320.70
Total of Payments	\$37,285.21	Total of Payments	\$27,512.70

*Total includes estimated taxes and other dealer fees not listed in example.

As you can plainly see in this example, ***NOT*** calling Fulton Teachers' Credit Union could cost you ***thousands*** more than you have to spend. ***In this case, the savings would have been \$9,772.51. We would have advised the member that the car was overpriced, the GAP was overpriced, the Warranty was overpriced, and the rate was too high.***

Our rates vary based on credit and start at 2.75% up to 14.75%. Of course we want all of our members to get the best rate so if you have had credit problems, contact a loan officer to request help on improving your credit.

Unfortunately, all too often, members sign retail installment contracts with dealers before they speak to us. By getting pre-approved, you can avoid over-paying for your car. If you have not done your homework by calling Fulton Teachers' Credit Union before you walk into a dealership, we would like to offer one bit of advice: Call us before you sign anything and make an A+ on this Exam.

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Still have questions? Here are the top FAQ's we get from our members:

What if the credit union is closed when I'm ready to buy a vehicle?
We can provide a letter of pre-approval which the dealership should accept until FTCU provides the funds on the next business day.

Can I return a car after purchasing it?
Typically, no. Once you buy it and sign the contract, it's yours, unless it states in the contract that you can return the vehicle like with Enterprise Car Sales and CarMax.

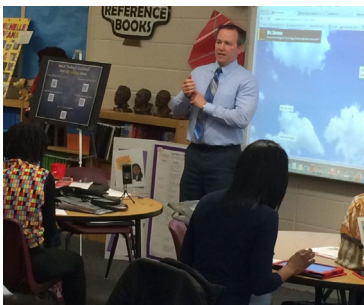
Happenings at Fulton Teachers' Credit Union



Captain Butts has served the Credit Union at our South Branch for over 25 years! He was honored at our Annual Meeting in January.



FTCU employees welcomed members with door prizes at our Annual Meeting at the Professional Learning Center!



Our President/CEO, Stephen Smith, welcomed Atlanta Public Schools' Cleveland Elementary to the credit union family at their most recent faculty meeting.

^{PIGGY} "MONEY IN THE BANK" PHOTO CONTEST!

Submit a photo of your child saving their money to marketing@ftcu.com for a chance to win a \$25 gift card and be featured in our next newsletter issue!



Help Us Celebrate Youth!

Visit Fulton Teachers' Credit Union on **Friday, April 17, 2015**, and help us celebrate National Credit Union Youth Month™. This year's theme, "Wild About Saving™," encourages youth to use resources available at the credit union to help them cut their way through the jungle of financial responsibility. Fulton Teachers' Credit Union will show youth how to get wild about saving at the credit union. Stop by our branches on April 17th to:

- Open your child's Club Busbee or Minor Savings Account
- Receive a goodie bag with fun tools to help your child save
- Join us for popcorn and a book reading of "The Jungle Book" at 4 pm and 4:30 pm

To open a Club Busbee (kids ages 0-12) or a Minor Savings (kids ages 13-17), please bring a \$5 opening deposit and a copy of your child's social security card.

DID YOU KNOW?

If your teen just turned 18 years old, they are eligible for free checking! Our Prestige Checking Account comes with a VISA Debit Card and (1) free box of checks. Just have your teen fill out the membership application found at www.ftcu.com and return it to either of our convenient locations!

