



## It's a Good Time to Head to the Credit Union for a Mortgage

"As many mortgage lenders tighten loan underwriting standards and interest rates on jumbo mortgages rise, consumers may be able to find a friend in their credit union. A credit union considering a mortgage loan application doesn't have as many things to worry about as a mortgage banker. As the market has been re-pricing the risk associated with mortgage loans, some loan products have been removed from lenders' offerings, while lending standards have tightened on other products, perhaps requiring better credit scores or larger down payments from borrowers. At credit unions, however, underwriting standards haven't needed to change. Many borrowers will find a credit union an easier place to get a mortgage right now than other lenders."

*-as quoted by Bill Hampel,  
Chief Economist, Credit Union National Association*

Contact our mortgage loan department to find out more about financing your next mortgage, refinancing an existing mortgage or establishing a home equity line of credit:

- First Mortgage **770-506-7476 or 1-800-503-6855**
- Second Mortgage **770-441-9235 or 1-888-441-9235**
- Home Equity Loan **770-441-9235 or 1-888-441-9235**

## Oh Yeah, It's Coming...

What's next for you and your family – retirement or college? Even if it's not right around the corner, now's the time to start saving. With the tax year coming to a close, the time is right to open and invest in an Individual Retirement Account (IRA) or an Education Savings Account (ESA).

- **Roth IRAs** allow tax-free withdrawals when you hang on to them for at least five years and begin taking distributions after age 59½.
- **Traditional IRAs** allow you to defer taxes on the account earnings.\* Your contributions may also be tax-deductible provided you're not an active participant in an employer retirement plan or your income does not exceed certain limitations (check with your tax advisor for specifics).
- **Coverdell Education Savings Accounts** allow tax-free distributions for qualified education expenses.

Start saving now to make the most of these tax-advantaged accounts. To find out more about these options or to open an account, please call a member service representative.

## Meet Us at Home Plate for the FALL CAR SALE

**Turner Field**  
755 Hank Aaron Drive  
Atlanta, GA 30315

**November 2**  
11 a.m. - 7 p.m.

**November 3**  
9 a.m. - 2 p.m.

Car Solutions is providing more than 800 new and used cars to choose from at the biggest car sale ever. Don't forget to get your loan pre-approved before the day of the sale. Submit a loan application online at [www.excelfcu.org](http://www.excelfcu.org) or fax a completed application to **770-582-3877**. Visit our Web site for more details on the biggest car sale ever.



### See the Difference Your IRA Can Make

If you contribute \$2,000 a year to an IRA for 30 years, earning an average annual return of 4.5%, you could end up with almost \$60,000 more than if you made the same contributions to your savings account.



\* Represents earning 1% interest compounded monthly and taxed at an income tax rate of 25%.

\*\* Earnings in a traditional IRA grow tax-deferred until retirement. Withdrawals in retirement will be taxed as ordinary income. Early withdrawals may be subject to a 10% IRS penalty. Figures assume a 4.5% annual return. Figures are for illustration purposes only. Talk to your tax advisor for details.

\* Withdrawals in retirement will be taxed as ordinary income. Distributions taken before age 59½ may be subject to a 10% tax penalty.

# Protect Yourself and Get Rewarded!



One way to protect yourself from identity theft is to sign your name for all credit and debit card purchases.



Entering your personal identification number (PIN) for transactions can leave your PIN vulnerable to theft. Instead, choose "credit" for a signature-based transaction, and enjoy zero-liability protection in case your card is used fraudulently. Plus, when you sign for purchases using your *EXCEL* Platinum MasterCard® Debit Card, you can earn ScoreCard® Reward Points. For each dollar you spend on an *EXCEL* Platinum Debit Card, you'll get one reward point. Use your points for things like travel destinations and incredible merchandise. If you don't have an *EXCEL* MasterCard® Platinum Debit Card, visit our Web site at [www.excelfcu.org](http://www.excelfcu.org) and fill out an application. You can start earning

reward points in just a few weeks. For a complete list of rewards and to see how many reward points you're accumulating, visit our Web site and click on ScoreCard® Rewards.



## Helpful Holiday Gifts!

Need fast, festive, easy-to-mail holiday gifts for friends and family? Send holiday gift checks! These work just like cashier checks, except holiday gift checks are embellished with a seasonal snowman motif. Each gift check can be personalized with the recipient's name. What's more, they're better than gift cards – they can be used anywhere. Gift checks can be issued for any amount you choose and cashed just like a regular check. Ask a member service representative for details.

## Second Quarter 2007 Share Dividends Declared

Amount	Dividend Rate	Annual Percentage Yield
\$100-2,499.99	.50	.50
\$2,500-4,999.99	1.00	1.00
\$5,000 and above	1.25	1.26

Calculation of dividends is based upon the Daily Computation Method. Money Markets are currently returning between 3.00% (APY 3.04%) and 4.80% (APY 4.91%) depending upon the balance. Current rate of return for the six-month Share Certificate (\$10,000 and above) is 5.20% with an APY of 5.30%.

Federally Insured by NCUA



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## We're Your Full-Service Business Banker

In addition to offering personal financial services to employees of over 400 companies in the state of Georgia, we also specialize in customizing financial services for small business owners.

Our business clients enjoy:

- The ease of Internet banking and online bill pay,
- Dividend-earning checking accounts that offer overdraft protection through a line-of-credit loan,
- Low-cost merchant processing capabilities,
- Small business and commercial mortgage loans with aggressive rates and terms,
- Access to payroll processing, retirement plans and health insurance benefits through our partnership with ADP, Inc.

Contact a member service representative to discuss how we can help reduce costs and improve cash flow with our comprehensive line of financial services for the small business owner.



## Enjoy Free Withdrawals this Season

Beginning Oct. 1 and running through Dec. 31, withdrawals from your Christmas Club Savings Account are free of charge! You can easily transfer money from your Christmas Club Savings Account into your *EXCEL* Checking Account using our NetBranch or MoneyLine systems. For more details, contact your member service representative at **770-441-9235**.

Federal regulation limits the number of savings account withdrawals to six times per month.



MoneyLine  
404-892-1844



1-888-441-9235

## Did You Know?

MoneyLine, our 24-hour automated teller phone line, allows you to transfer money between accounts, request withdrawals by check, inquire about balances, confirm deposits and make loan payment transfers, plus much more. Your MoneyLine personal identification number (PIN) is the same as your NetBranch online banking PIN. Access to MoneyLine and NetBranch requires the same information. You can change your PIN at any time. When you change your PIN on MoneyLine, you're changing your NetBranch PIN at the same time (or vice versa). Please contact Member Services if you have forgotten your PIN or don't have one. Members will be able to easily access MoneyLine via the new automated attendant when calling our offices and following the voice prompts or by dialing direct **404-892-1844**. You can access NetBranch, our online banking service, on the Web at [www.excelfcu.org](http://www.excelfcu.org).

## Contact Information

📞 **770-441-9235**

Outside Atlanta call **1-888-441-9235**

🌐 [www.excelfcu.org](http://www.excelfcu.org)

## Holiday Closings:

*EXCEL* will be closed on the following dates:

Monday, Oct. 8                      Tuesday, Dec. 25

Monday, Nov. 12                  Tuesday, Jan. 1

Thursday, Nov. 22

Friday, Nov. 23

Monday, Dec. 24 closing at 2 p.m.

