



Quarterly

Healthcare Systems  
Federal Credit Union

# CHECKUP

July 2009

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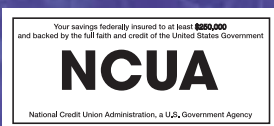
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Federal Credit Union  
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Main Office:  
703-776-2700  
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703-776-7960

[www.healthcarefcu.org](http://www.healthcarefcu.org)  
[help@healthcarefcu.org](mailto:help@healthcarefcu.org)



## Buy A Used Vehicle From Enterprise Car Sales And Be A Winner – Twice!

- **Receive A 32-Inch Flat-Screen TV**
- **Get Low Auto Loan Rates From HSFCU**

Offer  
Good July  
10 – 18,  
2009

When you purchase a vehicle from Enterprise Car Sales during the **Sizzling Summer Used Auto Sales Event**, you'll receive a 32-inch flat-screen TV.\* Plus, financing your vehicle with HSFCU has its benefits:

- Rates as low as **3.99%** APR\*\* for 36 months
- Other terms available up to 72 months
- Finance up to the NADA\* retail value
- Pre-approvals available
- Easy to apply – use our online loan application, or apply by phone or at a branch



**If you're in the market for a new vehicle  
or want to refinance a high-rate auto loan  
from another lender, we do these, too!  
Ask us for details.**

**For more information about the Sizzling Summer  
Used Auto Sales Event and a list of Enterprise  
Car Sales locations, watch your mail. For more  
information about HSFCU auto loans, visit us online  
at [www.healthcarefcu.org](http://www.healthcarefcu.org) or call 703-776-7960.**

\*32-inch Flat-Screen TV has an approximate retail value of up to \$400.00. Offer will be issued 45 business days after vehicle purchase. Offer void when 7-Day Repurchase Agreement is activated. Offer valid only on Enterprise vehicles purchased from 7/10/09 – 7/18/09 at participating Enterprise Car Sales locations and financed through HSFCU. Must mention promotion at initial contact to be eligible. Offer not redeemable for cash. Cannot be combined with any other offers. Not valid on previous purchases. Contact the Credit Union for details.

\*\*Annual Percentage Rate; subject to change. "As low as" rates are the lowest available rates; actual APRs may vary, based on the applicant's creditworthiness.

\*National Automobile Dealers Association.



## Buying A Used Car Offers Great Value

Buying a used car as opposed to a new car is often a smart idea:

- The purchase price is lower.
- Since you didn't buy the vehicle new, you don't have to absorb the initial costs of depreciation and dealer add-ons.
- Today's cars are increasingly reliable and typically have good warranties.
- You can obtain the vehicle's history report and know the vehicle's pitfalls before you buy it.
- Since more people are leasing, it's easy to find used vehicles that have low mileage and are in excellent condition.
- Models don't change as often as they used to, so many used cars look just like the new ones.

**Enterprise Car Sales has a variety  
of late-model used vehicles  
available to HSFCU members. For  
details, visit [www.cuautodeals.com](http://www.cuautodeals.com)  
and see the auto loan story at left.**

# eStatements: Good For You And Good For The Environment!



Do yourself and the environment a favor – Join hundreds of other HSFCU members and sign up for our free, secure eStatements.\* With eStatements, you receive your account information by computer, and you don't have to wait for your account statement to arrive in the mail. Plus, you reduce household clutter and decrease the possibility of identity theft and mail fraud.

eStatements help out the environment, too! They conserve water, electricity and trees, and they reduce environmental pollution from the chemicals used in paper manufacturing.

**Sign up today for eStatements and HSFCU's other "green" services! Read the story below for details.**

\*Online Banking sign-up is required in order to use eStatements.

## How To Sign Up For Online Banking

1. Go to [www.healthcarefcu.org](http://www.healthcarefcu.org).
2. Find the Online Services drop-down menu near the top of the homepage. Move your cursor over "Online Banking" and click your computer's mouse to select "Online Banking" from this menu.
3. At the bottom of the Online Banking page, there is a link titled "Online Banking Login – New Users Click Here." Click on this link.
4. Read the Electronic Services Agreement. If you accept, click "Yes, I agree to these terms and conditions."
5. Click the "Sign Me Up" button and follow the prompts on the screen.



Once you've signed up for Online Banking, you can also sign up for Online Bill Pay and eStatements!

**Questions? Call 703-776-2700 or 1-800-250-9676.**

## A Look Back On Our First 40 Years: 1969 – 2009

### What Was Happening During HSFCU's Second Decade?

**1979** – The Susan B. Anthony dollar is introduced in the U.S.



**1980** – The U.S. men's hockey team defeats the heavily-favored Russian team during the 1980 Olympic Winter Games, an event later voted "the greatest sports moment of the 20th century" by *Sports Illustrated*.

**1981** – Lady Diana and Prince Charles of Great Britain marry.



**1982** – First artificial heart is implanted into Seattle dentist Barney Clark.

**1983** – Motorola introduces the mobile phone.

**1984** – Macintosh computers are offered for sale to the public.



**1985** – Dr. Robert Ballard discovers the *RMS Titanic* off the coast of Newfoundland, Canada.

**1986** – For charity event "Hands Across America," over 7 million people form a human chain across the U.S.

**1987** – Aretha Franklin becomes the first woman inducted into the Rock and Roll Hall of Fame.



**1988** – Archaeologists find Shakespeare's original Globe Theater in London, England.

**1989** – TV show "Seinfeld" premieres.



**Need to apply for a loan, but there's no time to visit HSFCU? Use our online applications at [www.healthcarefcu.org](http://www.healthcarefcu.org) instead!**

# Why It's Better To Be An HSFCU Member:

## The Difference Between Credit Unions And Banks



### Credit Unions

Basic philosophy is to serve members throughout their lifetimes

Owned by their members

Democratic in structure; each member is equal

Profits returned to members in the form of high interest rates on savings, low loan rates and more banking services

Fewer or lower fees for products and services

Access to shared branches nationwide

### Banks

Focused on making profits

Owned by stockholders

Influenced by who has the biggest number of shares

Profits divided among stockholders

Fees are a major source of revenue; banks are more likely to increase fees or add new fees for products and services

No access to shared branches

## Check Out HSFCU's Home Equity Loans For All Your Needs!



- Great for home remodeling, special events, debt consolidation or tuition
- Fixed rates as low as **4.99%** APR\* for 60 months
- No closing costs\*\*
- Interest payments may be tax-deductible<sup>+</sup>
- Other home loans available – ask us for more information



**Apply today! Stop by an office, call 703-776-7960 or visit us online at [www.healthcarefcu.org](http://www.healthcarefcu.org).**

\*Annual Percentage Rate; subject to change. "As low as" rates are the lowest available rates; actual APRs may vary, based on the applicant's creditworthiness. Property insurance and HSFCU membership required.

\*\*If your Home Equity Loan is closed within three years after opening, the closing costs will be reinstated.

<sup>+</sup>Consult your tax adviser.

## Car Buying Is About More Than Just The Purchase Price



When you're buying a vehicle, it's a smart idea to consider other financial factors – such as operational costs, insurance premiums and fuel economy – in addition to the price of the vehicle. Here are some ways to reduce your costs:

- 1) Do your research thoroughly. Choose a vehicle make and model that has a reputation for durability and good quality, so you'll spend less time and money taking the vehicle in for repairs.
- 2) Choose your vehicle carefully. Some vehicles cost more to insure than others or may require a premium-grade fuel, which can increase the cost of owning the vehicle.
- 3) Contact HSFCU. We offer several services that save you money, including Guaranteed Asset Protection to protect your loan and credit rating, Mechanical Breakdown Insurance and Auto Insurance. Ask us for more information.

### Total Cost Of Owning A New Car Versus A Used Car

	New Car*	Used Car*
Purchase Price	\$17,952	\$14,478
Depreciation	\$1,967	\$1,750
Taxes/Fees	\$954	\$686
Fuel	\$1,315	\$1,332
Maintenance	\$423	\$424
Insurance	\$1,396	\$1,396
Financing	\$1,022	\$805
<b>TOTAL</b>	<b>\$25,029</b>	<b>\$19,291</b>

\*Source: [www.edmunds.com](http://www.edmunds.com). Examples provided are based on the first year of ownership for a 2009 Toyota Corolla four-door sedan (new car) and a 2008 Toyota Corolla four-door sedan (used car).



# HSFCU Debit Cards To Be Reissued This Fall



To provide better service and more accurate and timely account information, HSFCU is changing the company that processes our ATM and Visa® Debit Card transactions. As a result, all cardholders will receive new ATM and/or Visa Debit Cards in September or October.

## How This Change Benefits You

Currently, ATM and point-of-sale purchases are processed some time after the actual transaction takes place. This means that in many cases, your reported account balance and your actual balance may be different. With the new technology, transactions will be processed online and in real time, so you will get a more current and accurate picture of your account's actual balance when you perform a balance inquiry at the ATM or use Online Banking.

Conversely, real-time processing makes it especially important to have adequate funds in your account to cover all transactions, since any "float" will disappear or be significantly reduced.

Watch for more information about the ATM/Visa Debit Card reissue later this summer.



## Two New ATMs Now Available At Inova Loudoun In Leesburg, VA

**Main Campus**  
44045 Riverside Parkway

**Cornwall Campus**  
224 Cornwall Street

Both ATMs are near the cafeteria.



### Holiday Closings

Independence Day –  
Saturday, July 4

Labor Day –  
Monday, September 7

## Does Your Budget Need A Money Makeover?

If you're finding that money is constantly tight, maybe it's time to review your expenses. It's often possible to trim your spending in big or little ways:

- 1) Go over your phone, cable and utility bills. You may be paying extra for services you're not really using.
- 2) To dodge extra finance charges, pay your credit card bills before the due date.
- 3) If you have a high-rate mortgage or auto loan from another lender, ask about refinancing that loan at HSFCU for a lower rate and lower monthly payments.
- 4) Look at your daily spending. By reducing your purchases of items such as gourmet coffee or restaurant meals, you could save \$100 or more a month.



The money you save could be used to create an emergency fund to provide a financial cushion for you, or it could be invested in high-yield HSFCU products such as Share Certificates or Money Market Accounts! For details, stop by an HSFCU office, call 703-776-2700 or 1-800-250-9676 toll-free, or visit us online at [www.healthcarefcu.org](http://www.healthcarefcu.org).