

November, 2009

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Give Us a Call

For information about services, rates and for member service, you can call us Monday through Friday from 8:00 a.m. to 4:30 p.m. Central Time.

On the third Wednesday of each month Four Points opens for business at 10:00 a.m.

Four Points Federal Credit Union
P.O. Box 541030
Omaha, NE 68154-9030

In Omaha: (402) 431-5180
Toll Free: (800) 323-2786
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Fax: (402) 431-5179
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Web Address: fourpointscfu.org

The Marketing Role of Members



Members have an important marketing role at Four Points. No, make that a critical role. A significant portion of our membership is made up of family members. Those members are with us only because someone in their family (our member) told them about the credit union.

Four Points is an “occupational” credit union. That means eligibility for membership is based on where a person works. In addition to the employees, we are allowed to extend membership to immediate family members as well. That’s where the marketing role of current members comes in. For family to join, they need to know about us.

Consider this. We have no way of communicating directly to family. Only our members can do that for us by sharing the benefits of Four Points.

We hope that all of our members will give their marketing role some thought each month when they receive their statement and newsletter... pass the newsletter along to family. Or, put in a

word for the credit union any time a family member has need for financial service like a good place to save or a convenient loan at an excellent rate.

Many of our members consider Four Points membership a gift that they can share with others in your family.

“Immediate family” is defined as spouse, parents, grandparents, children, grandchildren, and brothers and sisters.

Finally, we want to share a few lesser-known points about family eligibility.

- If you are employed by one of the groups we serve your family is eligible whether you are a member or not.
- Eligibility extends to the family of any Four Points member regardless of where you work.
- Those in what’s called an “economic unit” also come within the eligibility of family. In everyday terms that means roommates who share the cost of the household.



A True Believer in Cooperatives

This article, excerpted from the October MFA Today's Farmer magazine, features Kevin Gabbert, a Four Points member for 15 years. Kevin relies on Four Points for checking, savings, and home and vehicle loans. He says Four Points "always responds quickly and provides personal service." Four Points member Nancy Jorgensen wrote the article.

In the morning Kevin Gabbert will switch on a lamp when he wakes up at his country home outside Sedalia, Mo. He'll read his newspaper before driving to work. During the day, he'll call his credit union to withdraw money. In the evening, he'll stop by a farm supply store for horse feed before heading home, where he'll order a pizza to share with his family.

In October, the U.S. celebrated Co-op Month, set aside to recognize customer-owned businesses. Kevin's day demonstrates how co-ops touch our lives.

- Kevin's power comes from Central Missouri Electric Cooperative, owned by consumers.
- Articles in his newspaper come from Associated Press, owned by media outlets.
- He works for FCS Financial, a farmer-owned credit institution.
- He's a member of Four Points Federal Credit Union in Omaha, Neb., which serves Farm Credit and other co-op employees.
- Kevin purchases supplies from MFA Agriservice Center, a farm supply and grain marketing co-op.
- His family dines on pizza from Pizza Hut, which orders supplies through a purchasing co-op.

"I was raised on a farm in northwest Missouri, where my dad was involved with MFA and Farm Credit," Kevin said. "I grew up knowing about cooperatives. But many Americans don't realize how often they benefit from a co-op."

As regional vice president at FCS Financial, Kevin is one of more than two million co-op employees in the U.S. working for almost 30,000 cooperatives that own assets of more than \$3 trillion.



Photo courtesy of MFA Incorporated

That's according to a recent study by USDA and the University of Wisconsin Center for Cooperatives (UWCC).

The UWCC study sheds more light on co-ops. Farmers own brands including Ocean Spray, Sunkist and Blue Diamond. In cities, you'll find childcare, grocery, housing and health care co-ops. Purchasing co-ops help groups receive volume discounts.

"...many Americans don't realize how often they benefit from co-ops."


Kevin learned about co-ops as a boy when his dad served on the local MFA board. Today, he shops at MFA in Sedalia, buying supplies for the small farm where he and his wife and five children raise horses and hay.

Kevin has worked for FCS Financial for 23 years. FCS Financial serves 13,100 members in 102 Missouri counties. Its loan volume has grown by 50% since 2005, to \$2.6 billion.

His local MFA co-op is part of MFA Inc., which serves 45,000 farmer-members.

Kevin belongs to Central Missouri Electric Cooperative, which powers 10,000 rural homes and businesses. His credit union, Four Points, serves employees of the Farm Credit System, Ag Processing Inc. and local farm supply and marketing cooperatives in Nebraska, with nearly 9,000 members across the U.S.

It's a typical Fall day. After work, Kevin watches his kids play soccer. He hopes that as they grow up, they'll benefit from co-ops, too. "Most rural people are aware of cooperatives, but young people and people in cities may not recognize co-ops as much as they used to," Kevin said. "October is a good time to focus on how we benefit from the co-op way of doing business."



Border to Border & Coast to Coast

Distant from us? Don't give it a thought. We serve members throughout the nation and all that we do is directed toward making service quick and convenient ...no matter where you live.

Dear Cardholder:

You've probably been getting mail from your credit card issuers lately. Most people have. Call it a pre-emptive strike by the card industry to get ahead of major changes that come next year.

New credit card reforms will place many restrictions on issuers in regard to how and when they can bump credit card rates and charge various types of fees. Most of the reforms take effect during 2010.

Among the many provisions of the new law, card issuers have to provide 45-day notice before rates can increase. Also, they cannot retroactively increase a rate unless a cardholder is 60 days late on payments. Card companies are also prohibited from raising a rate because the cardholder is late on payments with another card issuer (a practice called Universal Default).



The industry fought the reforms as best it could, appealing to Congress about how much it would hurt bank income. Of course it will. That's why adjustments are taking place immediately.

The major credit card companies are using this time before the new rules become effective to increase rates and fees now. We are also seeing a shift from fixed rates on credit cards to floating rates that will avoid the 45-day notice.

Along with the increase in card interest rates, minimum monthly payments are also on the rise, doubling in some cases. Consumers who typically carry credit card balances will feel the bite of that.

No COLA First Time in 35 Years

As Social Security beneficiaries are well aware, there will be no Cost of Living Adjustment (COLA) for 2010. COLA is based on the Consumer Price Index (CPI) and an increase in CPI is not expected this year. In fact, it may be a bit lower.

The CPI is a complex formula that produces a weighted average of the cost of goods and services to consumers across the entire U.S. population. This year's CPI is being driven down largely by the lower cost of oil, plus lower prices on many consumer goods during the current recession.

Unfortunately for seniors there tends to be a flaw in the CPI-based adjustment. Seniors spend more of their incomes on items related to health care, costs that continue to rise. They spend less on things like appliances, cars, gasoline and clothing. They are feeling more cost pinch than the CPI suggests.

This will be the first time that Social Security recipients will not see a COLA since automatic CPI-based annual adjustments were introduced in 1975.

Here's a bit of history from the Social Security Administration website. Social Security payments began in 1937, but for the first three years were small one-time payouts when people retired. They became regular monthly payments in 1940. For the first 10 years, monthly payments were fixed.



The Social Security Administration archives show that Ida May Fuller, a retired legal secretary from Ludlow, Vermont, received the first monthly Social Security check at age 65 in 1940. It was for \$22.54. When adjustments were enacted in 1950, her benefit jumped to \$41.30. Ida May lived to age 100 and during her lifetime received benefits of \$22,888.92.

The law changed in 1950 to allow for adjustments. They weren't automatic, nor were they every year. Each adjustment required Congressional action. That first adjustment in 1950 was a whopper at 77% to do some catch up.

COLA became an automatic annual adjustment in 1975. There were some years of high inflation and during the first eight years some of the adjustments ranged from 10% to 14%. Since then most annual adjustments have been between 2.5% and 5.0%, plus or minus depending on the year.

Ask About Our First Loan Discounts

Appliance Incentive Delayed

Last month we mentioned a government incentive for energy efficient appliances scheduled for this fall. That has been delayed for a short time.

The rebates won't be large, generally in a range of \$50 to \$200, so it won't create a surge like the Cash for Clunkers program.

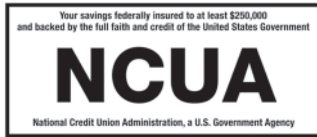
Manufacturers and retailers advised the administration that a much better time to introduce the program is when people are getting tax refunds. That makes sense. So now, look for the appliance incentive program sometime after the first of year.



November 2009 Savings Rates

	Rate	APY*
Savings of \$1,000 or more & IRAs	1.50%	1.51%
Savings under \$1,000 & Checking	0.60%	0.60%
Youth Savings (Age 18 and Younger)	1.50%	1.51%

*Annual Percentage Yield



Dividend Rates on savings are variable and are established on a monthly basis at the sole discretion of the Board of Directors, and are determined in advance of the month for which they will be paid. Interest is calculated on the daily balance and is paid and compounded on the last day of the month.

Rates Shown in the schedule are those in effect as of the month shown in the box. If you are looking at an outdated schedule, please check with the credit union for current rates (402) 431-5180 or (800) 323-2786.

Excellent rates on Time Certificates

Visit our website or call for details.

Current Loan Rates and Terms

As of November 1, 2009

Vehicle Year	Conventional
2007 - 2010	72 months
2004 - 2006	60 months
2002 - 2003	48 months
2001 & Older	36 months
Classic	48 months

Rate Adjustments

- Deduct .25% for financing at or below loan value on used or 80% or less of retail value on new
- Deduct .25% first time borrower

Excellent vehicle warranties, excellent prices... call for a quote.

Conventional Financing Rates (based on 100% financing at conventional terms shown above)

	Variable Rate		Fixed Rates							
	Est Mo. PMTPer \$1,000		36 mo	Est Mo. PMTPer \$1,000	48 mo	Est Mo. PMTPer \$1,000	60 mo	Est Mo. PMTPer \$1,000	72 mo	Est Mo. PMTPer \$1,000
2007 - 2010	4.65%	\$15.94*	4.75%	\$29.86	4.85%	\$22.96	4.95%	\$18.85	5.45%	\$16.31
2004 - 2006	5.15%	\$18.94**	5.25%	\$30.08	5.35%	\$23.19	5.85%	\$19.26		
2002 - 2003 & Classic	5.90%	\$23.44***	6.00%	\$30.42	6.50%	\$23.71				
2001 & Older	6.90%	\$30.83****	7.00%	\$30.88						

Based on *72 months, **60 months, ***48 months, ****36 months

Boats, Motor Homes, Trailers & Camper 100% Purchase Price (See Schedule Below)

	Variable Rate		Fixed Rates							
	Est Mo. PMTPer \$1,000		36 mo	Est Mo. PMTPer \$1,000	48 mo	Est Mo. PMTPer \$1,000	60 mo	Est Mo. PMTPer \$1,000	72 mo	Est Mo. PMTPer \$1,000
	4.65%	\$18.71**	4.75%	\$29.86	4.85%	\$22.96	4.95%	\$18.85	5.45%	\$16.31

Credit Union Savings Secured (100% of Value)

10 Years	2.50%	\$9.43	Certificate-Secured 1% over Certificate Rate
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2nd Mortgage (80% market value less 1st Mortgage.) Rates are for 80% financing

	Variable Rate		Fixed Rates					
	Est Mo. PMTPer \$1,000		36 mo	Est Mo. PMTPer \$1,000	48 mo	Est Mo. PMTPer \$1,000	60 mo	Est Mo. PMTPer \$1,000
Closed-End 15 Year	4.75%	\$7.78 [‡]	5.00%	\$29.97	5.10%	\$23.07	5.20%	\$18.96
Line of Credit 5-15 Years	4.25%	\$7.52 [‡]	Fixed/Adjustable Mortgages Available - call for rates					

[‡]Based on 15 Year Term

1st Mortgage Variable Rate (80% Appraised Value) 30 Years

Variable	4.25%	\$4.92
Fixed Rate	Market Rates - call for quote	

Loans available to 95% value with Private Mortgage Insurance

Rental Units (75% Appraised Value) 25 Years

Variable	4.75%	\$5.70
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Personal Loans:

Personal loan maximum amounts and interest rates are determined by individual borrower's financial qualifications. Maximum amounts may be as high as \$10,000. Current variable rates range from 7.50% to 12.00%. Add 0.50% for fixed rates. Maximum loan term is 3 years. Estimated monthly payment for 36 month term at 7.50% APR is \$31.11 per \$1,000 borrowed.



Four Points FCU is an equal opportunity lender complying with the Federal Truth in Lending Act. Rates, terms and conditions are subject to change without notice. Variable rates on existing loans subject to change with 30-day notice.

**24 Hour
Loan-by-Phone
Toll-Free
(866) 662-0237**

Boats, Motor Homes, Trailers & Campers	
Under \$5,000	72 Months
\$5,000-\$9,999	84 Months
\$10,000-\$14,999	96 Months
\$15,000-\$19,999	108 Months
\$20,000- 24,999	132 Months
\$25,000 or more	144 Months