

April, 2010

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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  
24 Hr. Loanline: . . (866) 662-0237  
Fax: . . . . . (402) 431-5179  
E-Mail: [contact@fourpointscu.org](mailto:contact@fourpointscu.org)  
Web Address: [fourpointscu.org](http://fourpointscu.org)

# Second Mortgage Special Through May

If you are thinking about a second mortgage loan or line of credit for any purpose, here's an opportunity to save on the front-end cost. On second mortgage loan applications received or loans closed through May 2010, the credit union is absorbing most of the usual costs of loan origination.

For most borrowers there will be no out-of-pocket cost. The credit union is waiving its usual origination fee and covering the costs for title search, value verification, flood plain certification and lien filing.

The exceptions to absorbing costs are appraisals if required by your state law or on loan amounts over \$75,000; use of attorneys for closing when required by state law; and mortgage taxes in states that tax mortgage loan transactions.

The minimum amount required to qualify for this special is \$10,000, including \$10,000 of new money if the loan involves refinancing an existing Four Points loan.

The length of term on second mortgage loans is up to 15 years.

Conventional financing amount is 80% of the estimated property value less the amount of the first mortgage.

Because of new federal laws, second mortgage loans are not available if there is no first mortgage.

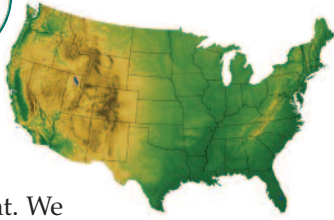
Our second mortgage plans provide options for variable rate financing, or adjustable rate financing with fixed rate periods of three or five years. Home Equity Lines of Credit are indexed at Prime plus 1%.

Please refer to the rate page for current interest rate information, and then give us a call for details.





## 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.

## Internet Post Sales Gotcha

Consumers sometimes see small charges on their credit card statement and wonder where they came from? They may be from something called "post transaction marketing." This is how it works.

A credit card is used on the website of an Internet company. That company in turn sells the credit card information to another company. Then there is a pop-up for a survey or trial offer.

The company behind the pop-up isn't asking for credit card or other personal information (no need to, they already have it), so a person clicks on it. The consumer may have just subscribed to some useless service and didn't even realize it. A billing hits the credit card, usually a small amount under \$20 that may go unnoticed by many consumers.

Certainly it's outrageous, but legal. The permission to sell credit card information is buried in the disclosures on the original website where the card was first used.

Most companies don't use this practice, but those that do make big money from it, including names you may recognize like Expedia, Hotels.com, Buy.com and Travelocity. Be aware that this practice is out there, and always check your credit card billings carefully.

# Personal Loans Make a Comeback



It used to be that the most common way consumers financed larger purchases, unexpected expenses and consolidation was with unsecured personal loans. A couple of decades ago that began to quickly give way to credit card balances. In fact, institutions and consumers shunned personal loans because they took too much effort.

Over the past couple of years the unsecured personal loan has been making a strong comeback with some major institutions reporting double digit growth of such loans.

Consumers and banks alike are seeing the benefit of personal loans. Many consumers have become much more conscious of the perils of the overuse of credit card debt. They see personal

loans as a disciplined way to take control of their debts.

For lending institutions personal loans mean that each extension of credit can be reviewed and underwritten to better manage the quality of credit.

Personal loans do require a bit more effort by both the consumer and the lender with an application to be completed, a note to be signed, disbursement of funds and a little time for the process. But, that's a small trade off for the improved management of credit.

The revival of the personal loan isn't anything new for Four Points where it has always been a core service to members.

## Used Vehicle Prices on the Rise

The economy remains sluggish and new car sales are way below the norm. That, along with a new surge of financial incentives, makes for some good deals on new cars.

It's a different story at the used car lot. Consumers continue to show a preference for late-model used vehicles and, as a result, used car prices are on the rise.

Used vehicle prices rose about 2% in the month of February, according to Edmunds.com. Compared to a year ago, prices are up 6% to 7% or more depending on the vehicle type and make.

Still, a good low-mileage used vehicle can be a better deal financially than a new vehicle even with its sales incentives. It makes for an interesting time for those who are in the car market.

# Budgeting: Discipline With Payback

One thing the current economy has done is make people more conscious of their spending. You can't do that very well, of course, until you know where your money goes now. It comes down to budgeting. It takes time and discipline. But, if you want to get your arms around spending, it's the only way to do it.

Browse the Internet for free budgeting programs and you will find that they are plentiful. We looked at several of the free budget planners but didn't go so far as signing up for any. We couldn't tell if there are any hidden catches.

A common element of these online programs is that you have to provide credit card and/or checking account information. That allows the service to download your activity for these interactive budget planners. Not everyone will be comfortable doing that.



You can certainly work with a budget worksheet and track and enter your own information. If you have Excel, Microsoft has some good budget templates that don't cost anything.

To get the Excel worksheet, go to: [www.office.microsoft.com/en-us/templates](http://www.office.microsoft.com/en-us/templates). From there to go [template collections > financing and accounting > personal and family budgets](#). You'll find a variety of budget planners to choose from.

Getting started with the discipline of budgeting is a challenge, but it can have a big payback.

Online 24/7  
[fourpointsfcu.org](http://fourpointsfcu.org)

# Debit Cards:

While debit and credit cards may seem a lot alike, there is a big difference in how transactions are processed and the protection offered to consumers. Because a debit card is tied to your checking account, it is sometimes best to not use it.

There are 10 situations where consumers should keep their debit cards in the pockets and use a credit card instead.

**Online:** If you have a problem with merchandise or your card number is stolen, a debit card is more vulnerable.

**Big-ticket items:** Credit cards offer dispute rights if something goes wrong with the purchase or merchandise. Such rights with a debit card are more limited.

**Security Deposit:** Sometimes you have to provide a security deposit that you will get back for things like equipment or facility rentals. A debit card takes that deposit out of your available checking balance.

**Restaurants:** It's sound advice to never let a debit or credit card out of your sight when you use it. You can't do that at a restaurant. A debit card is more vulnerable if the account number is stolen.

**Buy now, take later:** When you make purchases that you will take delivery at a later time, credit cards provide more protection.

**Recurring payments:** Memberships and such may have recurring monthly payments. With a debit card they can be more difficult to stop. You also run the risk of checking overdrafts if you forget to record one of those in your checkbook.

**Future travel:** If you book travel that won't be used until weeks or months later, using a debit card takes it out of your checking account immediately.

**Gas stations and hotels:** Many gas stations and hotels put a "hold" on your account for more than your purchase, sometimes much more. That hold, while temporary, immediately affects your checking balance.

**ATMs that look "off":** Crooks have gotten good at planting skimmers on ATMs and other self-service card readers. Look it over carefully before using a debit card.



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## Check Your Internet Speed

Internet Service Providers (ISPs) make a lot of claims about the speed of their connection. The Federal Communications Commission (FCC) suggests that you check it out and is providing a tool to do that.

It's part of the agency's National Broadband Plan. The FCC's new digital tools provide users real-time informa-

tion about their broadband connection, and the agency with data about service across the country.



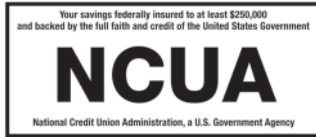
The tools measure quality indicators such as speed and latency. A mobile version is available through the Apple and Android app stores. A fixed version is available at [www.broadband.gov](http://www.broadband.gov).

*Check it out.*

# April 2010 Savings Rates

	Rate	APY*
Savings of \$1,000 or more & IRAs	1.30%	1.31%
Savings under \$1,000 & Checking	0.50%	0.50%
Youth Savings (Age 18 and Younger)	1.30%	1.31%

\*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 April 1, 2010

Vehicle Year	Conventional
2008 - 2011	72 months
2005 - 2007	60 months
2003 - 2004	48 months
2002 & 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							
	Rate	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
2008 - 2011	4.65%	\$15.94*	4.75%	\$29.86	4.85%	\$22.96	4.95%	\$18.85	5.45%	\$16.31
2005 - 2007	5.15%	\$18.94**	5.25%	\$30.08	5.35%	\$23.19	5.85%	\$19.26		
2003 - 2004 & Classic	5.90%	\$23.44***	6.00%	\$30.42	6.50%	\$23.71				
2002 & 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							
	Rate	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	2.30%	\$9.34	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					
	Rate	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 <sup>‡</sup>	5.00%	\$29.97	5.10%	\$23.07	5.20%	\$18.96
Line of Credit 5-15 Years	4.25%	\$7.52 <sup>‡</sup>	Fixed/Adjustable Mortgages Available - call for rates					

<sup>‡</sup>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) 15 Years

Variable	4.75%	\$7.78
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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