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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 CREDIT UNION
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Web: www.fourpointscfu.org

Financing for Boats & Campers

Four Points has an excellent program for boat and camper financing, and we do a lot of it. That's because our financing is designed very much like the programs available at dealers.



Most lenders other than those specializing in boats and campers try to treat these loans like car loans, where the length of financing is based on the model year of the boat or camper. That works if it's a new unit although even then the term is often too short to be useful. Boats and campers can be a significant investment and even used units can have a hefty price tag.



Boat and camper loans from Four Points offer terms based on the amount financed and it doesn't matter if it is a new or used unit. Nor does the credit union have a minimum loan amount to qualify for financing or a limit on the age of boat or camper being financed.

Terms can be for as long as 12 years on loans of \$25,000 or more and even small boat and camper loans can be made for six years.

It's a program that works well for our members. Most people like to spread out payments on boats and campers. They are, after all, seasonal items and can involve a fair amount of money. People don't want a boat or camper loan on car loan terms.

Rates for boat and camper loans are the same as Four Points' rates for new cars. Fixed rate are available for up to 72 months while longer terms are available only at variable interest rates.

Give us a call if we can answer any questions you may have. If our terms and rates meet your needs, remember that existing loans with other lenders can be refinanced.

Border to Border



& Coast to Coast

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

Fraud: An App for That

The rapid rise in popularity of Smartphones is phenomenal. Demand for advanced mobile devices with powerful processors, large memory and open operating systems far outpaces the rest of the mobile phone market.

With the rise of the Smartphone the development of applications, known by most of us simply as Apps, has become a thriving business. It doesn't take all that much for someone to develop an App and get it into the various App stores.

Sure enough, the crooks are starting to make their presence in the App market. Enterprising thieves are developing Apps with hidden code that will install malicious software on the phone of the unwary user.

There have been a number of recent cases of Apps designed specifically for identity theft and account fraud in online banking activity.

Google recently pulled 50 Apps from its Android market in response to concerns they may contain malicious code that could be used for fraud. They claimed to provide access to bank accounts at a wide range of institutions from big name banks to small community banks and credit unions.

For mobile banking the best bet is to avoid the Apps and use your browser and go directly to your institution.

Creating a Destination

It has been the "experience of a lifetime" for Four Points member Mike Wilson . . . to take an idea from concept to fruition to recreate the community of Storm Lake, Iowa, as a tourism destination.

When you talk to Mike you can't help but share his excitement, and to marvel at the speed with which such a major project came together.

Storm Lake is a community of 11,000 in northwest Iowa founded on the shores of 3,200-acre Storm Lake, a popular recreation area but not one you would call a vacation destination. Always a progressive community, leaders in 2002 came up with a concept that would change everything. It would make Storm Lake a destination for vacation visitors from across Iowa and the surrounding area, and perhaps from around the nation.



Mike told us that what would become a \$40 million project moved from an idea in 2002 to a comprehensive conceptual plan in 2003, to unveiling to the community in 2004, to the start of construction in 2005, and to the completion of major facilities in 2007 and other amenities since.



Grand in scale, the city-owned project includes the 100-unit Kings Pointe Waterpark Resort hotel and all that goes with such a facility, a renovated golf course, a renovated and expanded RV campground, rental cottages, indoor and outdoor water parks, a lighthouse and observation deck, a new swimming beach, a large expanse of green space called the Great Lawn, and bike trails. And, it all comes with view of the lake.

Describing it is one thing, but you really have to see it to appreciate the scope. A testimony of the commitment of the community, all of this went from the spark of an idea to reality in a span of 5 years.

The project also became a career change for Mike. Formerly with Farm Credit, Mike was a banker in Storm Lake at the time it began and took on the volunteer task of chairing the overall planning committee. As the project developed and leaders could envision the possibilities, Mike took a position with the city as Project Manager and Community Development Director.

We thank Mike for his long-time membership with the credit union and for allowing us to feature him in our newsletter.

If you would like to see the Storm Lake project, visit www.awaysis.com. Also, visit www.kingspointeresort.com for details about the resort.

A Time to Compare Credit Cards

Since the new Credit Card Act was passed last year, there has been a lot of change in the credit card industry, and there will be more later as other provisions of the law become effective.

With all of these changes, it may be a good time to look at your credit cards, and if you are like most people, there are just one or two that get used most of the time. The question is whether or not they still are the best fit for your needs.

Different people have different priorities when it comes to a credit card. The priority may be lowest interest rate if you normally carry a balance, low or no fees if you don't, or a rewards program.

When you go about comparing credit cards, it's best to keep the comparison to a small number of common elements. These are some of the key considerations.

A low Annual Percentage Rate (APR) may be your priority. But just comparing APRs can be deceptive. Consider rates on cash advances as well as purchases. Also consider when interest begins on a purchase.

Also be wary of introductory rates that are good for only a limited time. Know what the rate will be after that introductory period.

Know what the rate is on balance transfers from other cards as it is often higher and there may also be a fee for balance transfers.



If your priority is no annual fee, look for that and also check if the card has a membership fee for a reward program or any other fees such as over-limit or other incidental fees.

Comparing credit card offers is not an easy thing to do because there are so many cards on the market, each with its own array of terms, rates and fees.

Enter an Internet search term like "compare credit cards" and you will find a large number of websites that offer card comparisons. Some have good information and are easy to use, others not so much.

One that seems straight forward is on the MSN website. Even at that, it is a dizzying volume of information. It takes time and effort to do a good comparison. You might use this site as a starter.

You can go to msn.com and track through the menus: money> personal finance> banking> services> credit cards. You want a page called "Credit Card Analyzer." There is a drop-down where you can select your priority to narrow your search.

Media Spotlight Shines on Credit Unions

One of the best kept secrets in banking is out. Credit unions are the place to be.

Credit unions have been getting a lot of positive media attention ever since the problems start in the banking industry. In fact, a number of national consumer advocacy organizations have launched campaigns to make the public more aware of credit unions and the benefits they offer.

The July/August issue of the AARP magazine, for example, has an extensive story that promotes credit unions as an attractive alternative to banks, especially the big banks with their bailouts, huge bonuses and record profits.

It emphasizes the cooperative ownership of credit unions and that they are not-for-profit organizations driven by a mission is to serve members, not to seek big profits.

The bottom line for consumers, of course, is the benefits they will gain. The article says there are certain compelling reasons to switch from a big bank to a credit union: lower fees, higher savings rates, lower loan rates...and service! All of those are found in good measure at credit unions.

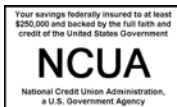
**Credit unions...
are not-for-profit
organizations driven
by a mission to
serve members,
not to seek big profits.**

Of course, our members already know all of that. It's interesting, though, that the media and others are making such an effort these days to let everyone know.

July 2010 Savings Rates

	RATE	APY*
Savings of \$1,000 or more & IRAs	1.10%	1.11%
Savings under \$1,000 & Checking	0.50%	0.50%
Youth Savings (Age 18 & younger)	1.10%	1.11%

*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 at (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 July 1, 2010

Vehicle Year

2008 - 2011
2005 - 2007
2003 - 2004
2002 & Older
Classic

Conventional

72 months
60 months
48 months
36 months
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 PMTPer \$1,000	72 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 & Campers 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 PMTPer \$1,000	72 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 2.10% \$9.25 Certificate-Secured 1% over Certificate Rate

2nd Mortgage (80% market value less first 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^	4.85%	\$29.90	4.95%	\$23.01	5.05%	\$18.89
Line of Credit 5-15 yrs.	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) 15 Years

Variable 4.75% \$7.78

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.

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

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



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.