

# Financial

## FOCUS

A Publication of Southeast Michigan State Employees Federal Credit Union

### Why It Pays to go with Mortgage Center

If you've been thinking about buying or selling a home, or both, it pays to contact your Credit Union's Mortgage Center first.

Mortgage Center has partnered with Home Benefits Plus (HBP) to offer credit union members a cash rebate at closing\*. When you enroll in HBP, a professional and friendly consultant will assess your needs and assign you a handpicked real estate agent. HBP's network of experienced real estate agents are carefully screened experts who thoroughly know your specific area. Your agent and consultant will guide you through every step of the buying and/or selling process. After your transaction is complete, you'll receive a rebate check worth 25% of the agent's commission.\*\*

To get started, contact our Mortgage Center at 888-562-6865 or visit [www.mortgagecenter.com](http://www.mortgagecenter.com) for additional information and to get your free pre-approval. A Mortgage Center loan officer will then forward your information to a Home Benefits Plus Consultant.

\* Rebates are subject to state law. The following states currently prohibit rebates: AK, ID, IA, KS, LA, MS, NJ, OK, OR, TN, WV.

\*\* Rebates are delivered 4-6 weeks after closing, and to take advantage of the program, you must call Home Benefits Plus before contacting an agent. No rebate is available if you call an agent directly.

## Vehicle Loan SPECIAL

As Low As **3.90%** Fixed APR\*

- 2010-2011 New Models
- New Purchases Only (No Refinances)
- Terms Up To 60 Months
- Up To 100% Financing

If you've been planning to purchase a new vehicle, plan to obtain your financing at SMSE.

Even if you are just starting to look around, apply for your loan now and have your money ready when you need it. Take advantage of our great rate – as low as 3.90% fixed

APR with up to 60 months to repay, and 100% financing is available for qualified borrowers.

When it's time for vehicle financing, come to your Credit Union where our only purpose is to serve you. We also make it easy to apply for your loan:

- Apply online 24/7 at [www.smsfcu.com](http://www.smsfcu.com)
- Call our Loan Department at 248-557-2678
- Stop by the Credit Union office

Apply soon before this great low-rate offer ends!

\*APR = Annual Percentage Rate, subject to change. Rate based on individual credit history, use of Credit Union services, and down payment on vehicle. New vehicle purchases only for this offer (no refinances). Offer ends July 31, 2010.

### SMSE Adjusts Dividend Rates

Your Credit Union has been proud to maintain strong dividend rates in a very tough environment. We have kept the rates on accounts like our Regular Shares, our Vacation Club, and our Christmas Club accounts consistent throughout the economic downturn, which has lasted almost three years. However, with continued declines in the rates of our investment opportunities, we have reached a point where we can no longer maintain these rates. Rates are effective July 1, 2010.

Share Vacation Club & Christmas Club now 0.50% from \$100 to \$499.99 and 0.75% \$500 and over (only the \$500 and over rate was reduced).

Super Saver Accounts		
\$ 1,000 - \$ 4,999.99	-	0.75%
\$ 5,000 - \$19,999.99	-	0.90%
\$20,000 - \$49,999.99	-	1.05%
\$50,000 and over	-	1.25%

If you compare these rates to others in the marketplace, you will see that your Credit Union remains better than competitive. We will continue to monitor market conditions, and will strive to keep our rates at a level that will make you happy to save with your Credit Union.

## Rates

The following rates, which shall be subject to change and to periodic special approval by the Board of Directors, shall apply to loans at SMSE Federal Credit Union as of June 15, 2010.

### Automobile Loans

Current model year – up to (\$25,000 or more)	6.25% APR
72 months.....	6.25% APR
2007–2010 - up to 60 months	
2003–2006	
up to 48 months .....	6.75% APR
2002 and earlier	
up to 36 months .....	11.00% APR
Classic and antiques	
up to 48 months .....	8.00% APR

### Recreational Vehicle/ Motorcycle Loans

Current model year – up to (\$25,000 or more)	6.25% APR
72 months.....	6.25% APR
2007–2010 - up to 60 months	
2003–2006	
up to 48 months .....	6.75% APR
2002 and earlier	
up to 36 months .....	11.00% APR

### Boat Loans

2009–2010 - up to 84 months .....	6.25% APR
2007–2008 - up to 60 months	
2003–2006	
up to 36 months .....	6.75% APR
2002 and earlier	
up to 36 months .....	11.00% APR

### Share/Share Certificate Secured Loans

3% over dividend rate	
up to 60 months .....	5.00% APR min.

### Unsecured

One-Year, Low-Rate Loan .....	8.00% APR
12 months – maximum \$3,000	
Closed-end	
up to 36 months .....	11.00% APR
37-60 months.....	13.00% APR
Home Improvement	
up to 60 months .....	8.50% APR
Home Equity Line-of-Credit.....	Prime
Overdraft Line-of-Credit.....	15.00% APR
VISA Platinum.....	8.9% APR
VISA.....	13.92% APR
(25-day grace period)	

### First Mortgage Loans

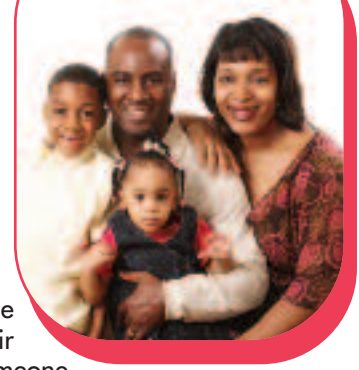
Rates set by Mortgage Center, Inc.  
888-562-6865

www.mortgagecuso.com

\*APR = Annual Percentage Rate. Rates are subject to change without prior notice.

Rates may be lower or higher based on your individual credit history, use of Credit Union services, and down payment on vehicle loans.

## SMSE A Great Place To Keep Your Account For You & Your Family!



Membership with SMSE Federal Credit Union exists throughout many generations. It's a place where some had their first savings account, their first car loan, their first home mortgage, and for many – the first time someone really took the time to listen to their specific financial needs.

Banks may come and go as they change names or you move to a new city. However, when you have an account with SMSE we can follow you through all of life's stages. No matter where you move, if you retire, or if you change jobs, you can keep your SMSE account and we can meet your needs no matter where you are. SMSE membership is a lifetime membership because our policy is "Once A Member, Always a Member."

If you have children or grandchildren that want to start saving, a brother or sister who's ready to buy a new car, or a son or daughter thinking of buying their first home, tell them about your Credit Union. Tell them it's a place where they belong and they'll really experience the benefits of membership with SMSE Federal Credit Union.

## The Savings Keep Growing for SMSE Members with Invest in America



SMSE is proud to participate in Invest in America, a unique program offering our members discounts on products and services from U.S. based companies. It not only gives our members valuable discounts, but

it also increases sales for the participating companies and, on a larger scale, helps stimulate the U.S. economy. Basically, Invest in America is a win-win for everyone.

Simply visit [LoveMyCreditUnion.org](http://LoveMyCreditUnion.org) to learn how, as a member of SMSE, you can receive money-saving discounts from: **General Motors, Sprint, Allied Van Lines, FTD, CU Benefits Express, CompleteTax, ShopAmerica, and DIRECTV.**

SMSE is here to help our members save with respected U.S. companies at a time when everyone needs it most. To learn more about Invest in America and details on all the current discounts visit [LoveMyCreditUnion.org](http://LoveMyCreditUnion.org).



## Leaving Town? Be Sure To Let Us Know

If you're planning to leave town on business or vacation this summer, it's important to let us know. If you plan to use your SMSE credit or debit cards, you are now protected against unauthorized activity. If transactions are made outside your normal pattern of use or in another state or country, a caution will appear on your

account and it could be denied at the point of sale until the merchant receives confirmation that it's really you making the transaction.

Therefore, let us know when you will be out of town and how long, and we'll code your account to help you avoid any inconvenience. **We'll also need your cell phone number** so that VISA and MasterCard representatives can contact you for verification.

This is a free service to help protect your SMSE account.

# Are You Using SMSE's Convenient Services?

Time seems to be something we all want more of. More time to relax, more time with family, more time for fun! We can help put a little more time back in your day when you use our convenient services. These services can save you a little bit of time every day!



one minute). You can also download the locations to your GPS, or call the toll-free locator at 888-SITECOOP (748-3266).

**SmartBranch - Home Banking:** Access your account 24/7 to make transactions from any computer with Internet access.

**Service Centers:** Visit Service Centers throughout Michigan and make transactions on your account. Service Centers offer evening and Saturday hours. For a location near you, visit [www.cuservicecenter.com](http://www.cuservicecenter.com) or call 1-800-800-9700.

**Direct Deposit:** Authorize the direct deposit of your payroll, Social Security, retirement, or most recurring checks into your account at SMSE. Your money is deposited automatically on payday, even if you are out of town. No more waiting in lines on payday to deposit your check.

## Debit MasterCard:

Make transactions on your checking account at any location displaying the MasterCard logo. Just swipe, in some cases enter your PIN, and go!

**ATMs:** Use more than 28,000 surcharge-free ATMs nationwide available to you through the CO-OP Network. It's easy to find a location near you by visiting [www.co-opnetwork.org](http://www.co-opnetwork.org), text "MYCOOP" from your cell phone (enter the zip code for your location, the address, or intersection and receive a reply within

## Schedule of Fees

### Share Savings Accounts

Less than \$100 average daily balance	\$3.00 per quarter
Automatic Payment (ACH) NSF	\$20.00
Returned Item/Check Fee	\$20.00

### Share Draft Checking Account

Less than \$100 average daily balance	\$3.00 per mo.
Stop payment request	\$23.00
NSF (Non-Sufficient Funds)	\$20.00
Overdraft Privilege	\$20.00
Automatic Payment (ACH) NSF	\$20.00
Returned Item/Check Fee	\$20.00
Overdraft Transfer Fee	\$1.00
Draft Certification	\$5.00
Check Copy	\$2.00
Staff Assistance/Reconciliation	\$20.00 per hour

### Loan Account

Payments 15 or more days late, a fee of 5% of the overdue payment (\$10.00 minimum, \$100 maximum) will be charged.

### ATM/Debit Card Transactions

Free Transactions	6 per month
Deposits	Free
<i>After the first six ATM transactions each month these fees apply:</i>	
Withdrawals	\$1.00
Balance Inquiries	\$0.50
Transfers	\$0.50
POS Transaction	Free
Incomplete Transaction	\$0.50
Card Replacement	\$5.00
PIN Replacement	\$5.00
Returned Item/Check Fee	\$20.00
ATM Overdraft	\$20.00

### VISA Credit Card

Replacement Card	\$25.00
Late Payment Fee	\$10.00

### Other Fees

Non-Member Check Cashing Fee	\$2.00
Service Center Withdrawals/Transfers	\$2.00
	(3 Free/month)
Stop Payment	
Automatic Debit (ACH)	\$23.00
Statement Copies	\$2.00 per page
Account History Printout	\$2.00
Hold for Member Pick-up	\$5.00
IRA Closed Account (Without Direct Transfer)	\$25.00
Escheats Fee	\$10.00
Telephone Account Inquiries and Transactions other than SmartTeller	\$1.00
Excess Withdrawal Super Saver	\$10.00
Excess Withdrawal Xmas/Vacation Club	\$10.00
2-Party Corporate Check Fee	\$2.00
Closing Account Opened Less Than 6 Months	\$10.00

## Just Don't Respond!

Every day crooks come up with new ways to steal your identity or gain access to your account. YOU are the best defense. Protect your personal information, and NEVER respond to text messages, e-mails, phone calls, or someone at your door asking you for personal information.

Financial institutions and businesses where you have accounts would NEVER ask for information in this manner – because they already have it. No matter how urgent it may seem, if they are asking you to provide your Social Security number, birth date, account numbers, or any personal information – JUST DON'T RESPOND!

If you are contacted in this manner, call your financial institution at the phone number you frequently use or your local police department and tell them about the contact you received.

## News Briefs

### Cedar Point Tickets

Adults (Ages 3-61, 48" or taller)	\$37.00
Juniors (Ages 3-61, under 48" tall)	\$18.00
Seniors (Age 62+)	\$18.00
Ride & Slide (Admits 1 person to Cedar Point & Soak City for 2 days)	\$70.00
Soak City (Ages 3-61, 48" or taller)	\$25.00

Children Age 2 and under are admitted free of charge to Cedar Point & Soak City.



### Congratulations Class of 2010!

### College Care Package

If you recently graduated from high school and are preparing for college, take SMSE along. Whether your college is across town or across the country, we have everything you need.

Open your own checking account, request a debit card and enjoy convenient access to your account through our home banking service, and more than 28,000 surcharge-free ATMs nationwide. Call or stop by the Credit Union office and we'll be happy to assist you.

## Christmas & Vacation Club Accounts

Be prepared for the next holiday season or vacation when you save separately in the Christmas or Vacation Club Accounts. Make up to two free withdrawals from your Christmas Club or Vacation Club Account per year. There is a \$10.00 fee for each additional withdrawal.

If you would like to increase your automatic deposit or if you would like to open a new Club Account, complete and mail the sign-up form below and we'll process your request right away.

### 2010 Club Sign-Up Form

**Yes...** I would like to do the following:

Start a new Club Account for the year 2010:  Christmas Club  Vacation Club

I have included an initial deposit of \$\_\_\_\_\_ to start my Club Account.

Please transfer \$\_\_\_\_\_ from my Regular Share or Checking Account into my 2010 Club Account.

Use payroll deduction or direct deposit as the means to make deposits into my 2010 Club Account. I would like to deposit an amount of \$\_\_\_\_\_ to my Club Account (deposited bi-weekly).

I would like to increase the automatic deposits to my existing  Christmas Club  Vacation Club Account for 2010. Deposit an amount of \$\_\_\_\_\_ into my Club Account.

Name \_\_\_\_\_ Account # \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Home Phone Number (\_\_\_\_\_) \_\_\_\_\_

Work Phone Number (\_\_\_\_\_) \_\_\_\_\_

Signature X \_\_\_\_\_

Complete and return this form to the Credit Union office.

## Annual Meeting Results

The 58th Annual Meeting was held on Saturday, April 24th. Nearly 90 members and guests enjoyed an evening of great food, dancing and entertainment. Thank you to all who helped make this an outstanding event.

During the Annual Meeting portion of the evening all nominees were re-elected to open positions on the Board of Directors including Ina Grant and Elliot Purty. Karen Wilson was re-elected to the Credit Committee.

Congratulations!



**Main Office**  
17135 W. 10 Mile Road  
Southfield, MI 48075

**Business Hours**  
Mon., Tues., Wed. & Fri.: 9:30 a.m. to 4:30 p.m.  
Thurs. 9:30 a.m. to 7:00 p.m.

**Telephone Numbers**  
Member Services & Info: 248-557-2266  
Loans: 248-557-2678  
SMART: 248-557-7994 • 877-833-3233

**Web Site:** www.smsefcu.com

**E-Mail** – Mhansen@smsefcu.com

**Board of Directors**  
John H. Mills.....President  
Robert Andrews.....Vice-President  
Ellen Corey.....Treasurer  
W. Kingston Fryer.....Secretary  
Ina Grant.....Director  
Elliot Purty.....Director

**Mission Statement**  
The mission of SMSE Federal Credit Union is to provide, through sound financial management, services that are personalized, convenient, economical and meet the changing needs of our members.

