

Financial

FOCUS

A Publication of Southeast Michigan State Employees Federal Credit Union

Bring Your Auto Loan Back To SMSE!



If you received an auto loan at another lender, bring that loan back to SMSE. We'll work with you to refinance that loan and save you money – even hundreds of dollars over the life of your loan.

"We recently refinanced a loan for a long-time member and took his used auto loan from 18% APR down to 8%. We save our members money everyday by refinancing higher-rate auto loans and credit cards" said CEO Martin Hansen.

The Refinance Challenge!

Call or stop by the Credit Union office and tell us about a high-rate loan that you have at another lender. We'll take the time to compare and will show you how much you can save by refinancing that loan with SMSE. If you're getting a great deal.....we'll tell you that too.

You have nothing to lose....and only the possibility of extra money to gain. Call 248-557-2678 today!

VEHICLE LOANS

As Low As

3.50% APR*

- 2009 – 2012 Models
- New Purchases & Refinances
- Terms Up To 60 Months
- Up to 100% Financing

The Detroit International Auto Show is from January 9-22. It's a great opportunity to get an up close look at the type of vehicles available to help you make your decision. If you plan to visit the Auto Show, apply for your SMSE loan before the Show!

It's easy to apply for your SMSE loan:

- Apply online at www.smsefcu.com
- Call the Loan Department at 247-557-2678
- Stop by the Credit Union office



The Big 10 at SMSE!

When you are in the market for a loan, take a closer look at the programs available to you here at your Credit Union.....and make SMSE your choice for financing. There are 10 big reasons to come to SMSE.

1. Great auto loan rates for new and used models.
2. Low-rate Holiday Loan for all of your holiday shopping and travel needs.
3. Combine high-rate credit cards into one low-rate SMSE VISA.
4. Personal loans to take the vacation of your dreams.
5. Payday alternative loans to keep you away from high-rate payday lenders.
6. Credit rebuilder program to put you back on the right track.
7. Student loans that make higher education a reality.
8. Personalized service from our team of knowledgeable employees.
9. Fast processing to get your loan to you when you need it.
10. Pre-approvals so that great deal doesn't slip through your fingers.

Why go anywhere else for your financing when our only purpose is to serve YOU! Call or stop by the Credit Union office or apply for your next loan at www.smsefcu.com.

*APR = Annual Percentage Rate, subject to change. Rate based on individual credit history, down payment, model year and term of loan. Estimated monthly payment on \$20,000 loan at 3.50% APR for 60 months would be \$363.84.

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 January 1, 2012.

Automobile Loans

Current model year	
72 months (\$25,000 or more)	5.25% APR
2009-2012 - up to 60 months	
2005-2008	
up to 48 months.....	6.75% APR
2004 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	
72 months (\$25,000 or more)	5.25% APR
2009-2012 - up to 60 months	
2005-2008	
up to 48 months.....	6.75% APR
2004 and earlier	
up to 36 months.....	11.00% APR

Boat Loans

2011-2012 - up to 84 months	5.75% APR
2009-2010 - up to 60 months	
2005-2008	
up to 36 months.....	6.75% APR
2004 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.

Weekly College Planning Night

When planning for college, there are so many things to consider and decisions to make. Deadlines are crucial when submitting applications and applying for financial aid. Our "Weekly College Planning Night" can help you through the process and provides you with the information you need. Here's how:

- Visit our web site at www.smsefcu.com and click on the banner ad that reads "Need More Money For College – We Can Help."
- Click on the link named "Weekly College Planning Night."
- Register for the free weekly web program, which is held Wednesday's at 4:00 p.m. Eastern time.
- From the Webinar you can also link to the "College Resource Center."

Take advantage of this free service, compliments of your Credit Union.



Start The New Year Out Right Build An Excellent Credit Score

A great New Year's resolution is to improve your credit score. Many of the keys to accomplish this are fairly simple:

1. Make your debt payments on time – all of them.
2. Don't take out more loans than you can afford to repay.
3. Don't apply for credit on a whim – make sure the debt is good for you.
4. Stay away from payday lenders.
5. Don't write non-sufficient funds checks.
6. Monitor your credit on an annual basis. Obtain a free credit report at www.annualcreditreport.com.
7. If you need help, your Credit Union provides free financial counseling through Accel. Contact them at 877-33-Accel (22237).
8. Do not open and close accounts often. The credit score rewards stability

If you apply for a loan at SMSE and you are not approved, talk to us about the factors that led to our decision. We'll take the time to review your credit report with you and help you identify ways in which you can improve your credit score. Come to SMSE – because we care!

60th Annual Meeting & Dinner Dance Saturday, March 31, 2012

Location: American Polish Century Club, Sterling Heights
Tickets: \$35.00 Adults - \$25.00 Children • Live Entertainment

Enjoy an evening of great food and entertainment at the 60th Annual Meeting and Dinner/Dance. There will be a short business meeting at which time an election for open positions on the Board of Directors will be held.

Reserve your seat today by purchasing your tickets at the Credit Union office. Tickets are \$35.00 per adult and \$25.00 per child, and include dinner and entertainment. Many door prizes will also be given away throughout the evening.

Nominating Committee Report

The terms for Ellen Corey, William K. Fryer and Ruthie Gordon on the Board of Directors will expire at the Annual Meeting. No other nominations were received. Marsha Gamble's term on the Credit Committee also expires.

Protect Your Accounts

You are the best defense against fraud and can take the action needed to protect your accounts everyday.



- When making purchases online, be sure that the web site is secure before you provide them with your credit or debit card numbers. Review their privacy policies and look for the lock icon on the web site. Only deal with reputable companies when making purchases online.
- Don't set your credit or debit cards on counters when making purchases. Hand it to the clerk and put it back in your wallet immediately.
- When entering your PIN for your ATM or debit card transactions, shield the keypad with your hand or body when entering the number – even from the store clerks.
- Do not provide personal information to anyone through an e-mail – even if the e-mail seems legitimate. Places where you have accounts will never ask you for that information through e-mail.
- Be very particular when providing your Social Security Number to anyone. In many cases you can just provide the last 4-digits of your number if it's for verification purposes.

Discounted Services Through SMSE

As a benefit of membership, we offer programs that provide discounts to our members.

- Discounted auto and homeowners insurance
- Discounted driver's training classes
- Automatic premium deductions from your SMSE account



Call 888-203-2606 for a free, no-obligation quote, or visit them online at AAA.com/groupbenefits, or tell your local AAA agent that you are a member at SMSE.

Sprint



SMSE is pleased to bring you these major savings through the Sprint Credit Union Member Discount Plan. Ways you can save:

- **10% off** most regularly priced Sprint individual service plans
- **15% off** most regularly priced Sprint business service plans
- Waived activation fee on new activations & waived upgrade fee

3 Ways to Get Your Discount:

- Call **877.SAVE.4CU** (877.728.3428) and let them know you're a **credit union member**. Ask to be a part of the NACUC_ZZM Corporate ID to save
- Click **www.SprintSave4CU.com**
- Visit your nearest Sprint store

Spread The Word

Our members are our greatest asset in helping spread the word about the benefits of membership. Let your family, friends and co-workers know about our low or no-fee services and great low-rate loan programs. Encourage them to take a closer look at SMSE and all of the services available to them.

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



January 17, 2012 is the kick off for "Just File It!" Every year, this program helps thousands of Michigan residents file their taxes for free and take advantage of state and federal tax credits including the Earned Income Tax Credit. Last year, 6,720 Michigan credit union filers received more than

\$13 million in tax refunds and credits.

This program is available to anyone in need of tax services no matter what their income level. All that is required is a computer, Internet access, a Web browser and a printer.

Click on the "Just File It" link on our web site beginning January 17th to access this free service.

Deposit Your Tax Refund Checks Electronically

Whether you are filing your income tax return by mail, or you are filing electronically, it is much faster to have your refund deposited electronically, and you don't have to worry about your check getting lost or stolen in the mail. Be sure to provide your tax preparer with the following information:

1. Your account number as it appears on the top of your statement, or use a voided check as reference for your account number.
2. The Credit Union's routing and transit number: 272478350.

Christmas Club Accounts

Have the cash you need for the next holiday season when you save separately in the Christmas Club Account. Make up to two free withdrawals from your Christmas 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 Christmas Club Account, it's never too early. Complete and mail the sign-up form below and we'll process your request right away.

2012 Club Sign-Up Form

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

Start a new Club Account for the year 2012: 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 2012 Club Account.

Use payroll deduction or direct deposit as the means to make deposits into my 2012 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 2012. 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.

Holiday Closings

Martin Luther King, Jr. Day

Monday, January 16, 2012

Presidents' Day

Monday, February 20, 2012



Happy New Year

We wish you and your family a very happy, healthy and prosperous New Year!



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
Ruthie Gordon.....Director
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.



Federally Insured by NCUA