

FINANCIAL FOCUS

A publication of Southeast Michigan State Employees Federal Credit Union

Holiday Loan Special

As Low As **6%** APR*

Up To \$1,500 • Up To 12 Months

The holiday season is a time when we need extra cash for many reasons – shopping, entertaining, and travel expenses to spend time with your family. Get the cash you need with an SMSE Holiday Loan. We are offering a low 6% APR with limits up to \$1,500 and up to 12 months to repay.*

Requirements for this Holiday Loan Special include a credit score of 670 or more, and debt to income ratio of 50% or less. It's easy to apply:

- Online at smsefcu.com
- Stop by the credit union office
- Call 248.557.2678

**APR = Annual Percentage Rate. Rate based on individual credit history, and payment/term based on amount borrowed. A \$1,500 loan for 12 months would have an approximate monthly payment of \$129.12.*

Home Mortgages

Whether you are looking for your first home, planning to upgrade, or if you're downsizing, make SMSE your choice for all of your home mortgage needs. Even if you are planning to build your dream home, we can meet your needs.

We've partnered with the Mortgage Center to provide our members with exceptional service and a wide range of mortgage products. The Mortgage Center representatives are available to assist you with the home buying process and answer your questions. They also provide a wide range of information on their website to help you decide if purchasing a home is the right choice for you.

Visit our website at smsefcu.com and choose "Home Loans – Click Here To Get Started." You'll then be routed to the Mortgage Center website. If you prefer to call, the Mortgage Center Representatives are available to assist you at 888.562.6865.



Governed By Volunteers

Your credit union is a financial cooperative, governed by a Board of Directors and Supervisory Committee who are volunteers and fellow members of your credit union. If you are interested in volunteering in either capacity now or in the future, please contact SMSE's CEO Martin Hansen at 248.557.2266 or email mhansen@smsefcu.com. He will present your information to the Nominating Committee for consideration.

Christmas & Vacation Club Accounts

It Pays To Plan

When the holidays roll around or you're ready to take a well-deserved vacation, how often do you revert to using credit cards to pay these expenses? Wouldn't it be less stressful if you saved separately all year long in a separate account...just a little at a time? Then you'd have the cash you need for all of your holiday shopping and a credit-free vacation.

Think about it! If you get paid twice a month, would you really miss \$25 or \$50 out of your pay? Depositing \$25 each payday for one year would total \$600, or with \$50 per pay you'd have \$1,200. If you can afford more, look how quickly your savings would add up!

Automatic payments make it so easy to save, but if an emergency comes up, you can make up to two withdrawals from these accounts per year. Additional withdrawals are subject to a \$10 fee.

Get started by completing the request form on the reverse side and ask us to open a Christmas Club and/or Vacation Club account for you today.



International Credit Union Day

Thursday, October 15, 2015

On October 15th, credit unions all over the world join in celebrating our cooperative spirit of People Helping People. Spread the word about your credit union and encourage your co-workers and family members to experience the benefits of membership at SMSE.



Throughout our 63-year history, we have served generations of family members – through good times and bad. As each generation was raised in a credit union family, they came to know that there was a financial institution that cared because they saw us helping their grandparents, parents, brothers and sisters and now their own children too.



Help us keep our family membership strong. Encourage your immediate family members and those living in your household to become members of SMSE. Working together we'll continue to be the personal financial institution for many generations to come.

SMSE Welcomes New Board Member

At the Board of Directors meeting on September 22nd, Dr. Vanessa E. P. Ghant was named to fill the vacant position on the Board. All of us at SMSE join in welcoming Dr. Ghant to our credit union official family.

3 Steps To Improving Your Credit Score

Your credit score is used by lenders to determine the rate you will be charged, by employers when deciding who they will hire, and even by apartment management companies when approving who can rent their units. In order to improve your credit score, consider these three simple steps:

1. Pay your bills on time. This must be done every month if you want to have a good credit score.
2. Don't use all of the credit limits available to you. If you have a specific limit on your credit cards, and you consistently are carrying a balance that is over 80% of that limit, this will damage your credit score.
3. Don't apply for credit several times a year. If you apply for credit more than two to three times a year, it will appear as though you are over using credit.

Credit Score



Loan Rates

The following is a small sampling of our low loan rates as of September 23, 2015. For a complete listing of loan programs and rates, visit smsefcu.com.

Auto

Current model year – up to 60 months	4.25%
72 months (\$25,000 or more)	4.25%
2011–2014 – up to 60 months	4.25%
2007–2010 – up to 48 months	5.75%

RVs & Motorcycles

Current model year–72 months (\$25,000 or more)	5.25%
2012–2014 – up to 48 months	5.25%
2007–2009 – up to 48 months	6.75%

Boats

2001–2014 – up to 60 months	5.25%
2007–2010 – up to 48 months	5.25%

Unsecured

Maximum \$3,000 – up to 12 months	8.00%
Up to 36 months	11.00%
37-60 months	13.00%

Rates available for older model autos, RVs, boats and motorcycles.

*APR = Annual Percentage Rate, subject to change. Rates may be lower or higher based on individual credit history, use of credit union services, and down payment on specific loans.



SMSE members have the opportunity to receive discounts from Sprint for both personal and business plans. You can receive discounts on monthly plans as well as activation fees, and upgrade fees could be waived. For complete details about the discount programs available to you, visit lovemycreditunion.org/sprint today!

Holiday Closings

- Veterans' Day – Wednesday, November 11
- Thanksgiving Day – Thursday, November 26
- Day After Thanksgiving – Friday, November 27
- Christmas Eve – Thursday, December 24
- Christmas Day – Friday, December 25
- New Year's Eve – Thursday, December 31
- New Year's Day – Friday, January 1

2016 Christmas & Vacation Club Sign-Up Form

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

Start a new Club Account for the year 2016: 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 2016 Club Account.

Use direct deposit as the means to make deposits into my 2016 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 2016. Deposit an amount of \$_____ into my Club Account.

Name _____ Account # _____

Address _____

City _____ State _____ Zip _____

Home Phone Number (____) _____ Work Phone Number (____) _____

E-Mail Address _____

Signature X _____

Complete and return this form to the credit union office.



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.

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 & VISA: 248-557-2678
SMART: 248-557-7994 • 877-833-3233

Website smsefcu.com

Email Mhansen@smsefcu.com

Board of Directors
John H. Mills, President
Robert Andrews, Vice-President
Ellen Corey, Treasurer
Ina Grant, Secretary
Dr. Vanessa E. P. Ghant, Director
Ruthie Gordon, Director
Elliot Purty, Director

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