

Financial

FOCUS

A Publication of Southeast Michigan State Employees Federal Credit Union

Make SMSE Your Choice For Financing

Whether you are in the market for a new or used vehicle, when you need a loan, make SMSE your choice for financing. This is your financial institution and in our true cooperative nature, the more members that use our services, the more beneficial it is for all members. Income from loans is our primary source of income, and profits are returned to you in the form of lower rates on loans, higher rates on savings, lower and no fees, and the continued availability of more convenient services.

You'll find that we offer a wide range of loan programs to meet your needs, and our knowledgeable loan representatives will meet with you to determine the best program for your budget. At SMSE, you'll really like the personalized service that you receive.

Not in the market for a loan? We can still help!

If you are currently not in the market for a new loan, there's still a way we can help you. If you have higher-rate loans or credit cards at other lenders, why not bring those loans to SMSE? Why pay more in interest? You could put the extra money in your pocket. Based on the rate you are paying, you could save hundreds or even thousands of dollars over the life of your loan by refinancing at SMSE.

What do you have to lose? Bring us your loan documents and we will help you determine if you can save money by bringing that loan to SMSE. If you are already getting a great deal...we'll tell you that too. We have loans for all your needs!

- New & Used Vehicles & Motorcycles
- Boats, RVs & Jet Skis
- Vacation & Personal Loans
- Home Loans
- Home Improvement Loans
- Debt Consolidation
- And More

Apply Today!

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

*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 2.50% APR for 60 months would be \$356.



Vehicle Loans

As Low As

2.50%

APR*

2012-2013 Models Only
Up To 60 Months

Dividend Rates Reduced

The current economic environment leads to the review of dividends paid on savings accounts at SMSE. Because of lower loan demand, the rapid influx of deposits, and continued low reinvestment rates available in the market, it is necessary to reduce our rates. However, you will find that these rates remain competitive with those paid by other financial institutions in our area. Call us for Certificate of Deposit rates.

Type of Account Balance . . . APY*

Share Account, Christmas Club, Vacation & Kid's Club	
\$100 - \$499.99	0.15%
\$500 & above	0.35%

Checking Account

\$500 - \$999.99	0.10%
\$1,000 & above	0.25%

Super Saver Account

\$500 - \$4,999.99	0.35%
\$5,000 - \$19,999.99	0.45%
\$20,000 - \$49,999.99	0.55%
\$50,000 & above	0.65%

*APY = Annual Percentage Yield. Dividends are computed on the average daily balance and paid quarterly.

ENTERPRISE CAR SALES

Looking for a great deal on a used vehicle? Visit Enterprise Car Sales at 23901 Grand River Avenue in Farmington Hills (248-426-1432) and choose from a wide selection of makes and models. All come with a 12,000 mile, 12-month warranty. Tell them that you are a member of SMSE and they can process your loan directly with us. Better yet – have your loan pre-approved before you shop.

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 April 1, 2012.

Automobile Loans

Current model year - up to 60 months	.4.25% APR
72 months (\$25,000 or more)	.4.25% APR
2009-2011 - up to 60 months	.5.25% APR
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.

VISA Credit Card For Summer Travel & More

When you have an SMSE VISA credit card, it's the only card you need for summer travel, summer fun, and all of your shopping needs. It's also a great way to pay off higher-rate credit cards that you have at other financial institutions and department stores.

- 8.9% APR* VISA Platinum – limits from \$5,000-\$10,000
- 13.92% APR* VISA Classic – limits starting at \$500
- No annual card fees
- No default APR
- 25-days to repay the balance before a finance charge is imposed
- ATM access worldwide
- No over limit fees

*APR = Annual Percentage Rate



Apply for your
SMSE VISA today!

Account Spring Clean Up

Spring Clean Up is something we are all tuned into after a long winter. Your financial accounts should be part of your Spring Clean Up too! When is the last time you checked to be sure we have your correct contact information? It's important that we are able to contact you should an issue arise with your account.

Please take a moment to contact us at 248-557-2266, or stop by the Credit Union office. Please note that in order to protect your account here at SMSE, we cannot make these changes by phone or e-mail, and specific documents and/or signatures are required based on the change being requested.

- Home Phone & Cell Phone Numbers
- Verify Address & Name
- E-Mail Address

Plus....check that you have the correct joint owners and beneficiaries on your account.

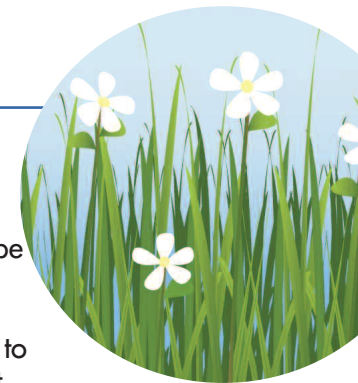
FREE Credit Report

Part of your clean up should also be to check your credit report annually. It's important to be sure that the correct information is being reported about you, because credit reports are used by employers, landlords, and places where you apply for a loan. Obtain your free credit report at www.annualcreditreport.com.

Invest in
America 

Discounts

As an SMSE member, you have the opportunity to obtain a wide range of discounts from many businesses such as GM, Dell Computer, FTD, DIRECTV, Sprint, Shop America, and more. Visit www.lovemycrreditunion.org today and start experiencing the savings!





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

IMPORTANT TIDBITS

- Be careful handling your checking account to be sure that the funds are in your account before you write the check. Checks clear very fast now – sometimes the same or next day. Avoid the embarrassment of bouncing a check and the fees charged when this happens.
- Protect your account! Do not provide your account numbers, Social Security numbers, or other important personal information to people on the Internet, or someone calling your home. SMSE will NEVER send you an e-mail or call asking for this type of information. Identity theft is on the rise and you can take the steps necessary in protecting your information. Shred personal documents before you put them in the trash, and lock away account statements in your home.

Student Loan Program

High school graduation is just around the corner, and we're sure you've been researching various options for funding secondary education – whether it's for college, university, or a technical school. Take a closer look at the program now available at SMSE.

SMSE has partnered with a major student lender, Fynanz, to offer a new private student loan product. Call the Credit Union office, or visit our web site at www.smsefcu.com for details.



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

WALK FOR WARMTH UPDATE

Thank you to all who volunteered their time or participated in the Walk For Warmth event on February 11. SMSE was successful in raising over \$300 for the Oakland Livingston Health Services Agency (OLHSA). OLHSA uses these funds to provide heat to disadvantaged families during the cold winter months.

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 provider 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.



Annual Meeting Held March 31, 2012

SMSE's 60th Annual Meeting and Dinner/Dance was held March 31, 2012. Results of the election for the open positions on the Board of Directors will be reported in the July 2012 issue of Financial Focus.

Holiday Closings

Memorial Day
Monday, May 28, 2012

Independence Day
Wednesday, July 4, 2012

Christmas Club & Vacation Club Accounts

Save separately for your holiday shopping and travel, or for your next vacation. Make up to two free withdrawals from the Christmas and 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 Christmas or Vacation Club Account, 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.



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

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