



Update

January 2010

*Published Monthly for Members Credit Union Reps and Other Key Sponsor Personnel
Visit www.memcu.com to see our great rates!*

New Year - New Opportunities

As we turn the calendar to a new year we want to be sure the credit union's business development department is serving you and your employees to the best of our ability. Here are a few ways we can help:

1) Our Business Development Team can visit your facility to give a short PowerPoint presentation to employees to introduce or reacquaint them with the credit union's products and services. We will make as many presentations as necessary to include all of your employees. After the presentation we can have a short question and answer session and then enroll new members or make changes to existing members' accounts. We have found this to be the most effective way to convey the benefits of credit union membership to your employees.

2) If a formal presentation is not a viable option at your company simply invite us to sit in your break room or cafeteria to allow employees to meet with a credit union representative during their break or lunch period. More than one shift? No problem - we can make arrangements to have a representative at your company for any and all shifts.

3) We can offer anyone in your HR Department Credit Union 101 training. Let us show you the credit union difference and how your employees benefit from credit union membership.

4) Now that we have our own credit union insurance agency, MEMCU Insurance, we can offer your

employees excellent rates on all types of insurance, including home, auto, life, and accident/disability insurance. How much and what type of insurance one should have are questions just about everyone is unsure about. Our MEMCU Insurance agent, Karen Tuggle, can visit your company to provide answers to your employees' insurance questions in a lunch and learn format. We'll even provide lunch!

5) Dissatisfied with your 401(k) provider or are you considering starting a retirement plan for employees? Richard Davis of MEMBERS Financial Services, our investment services partner, has many options regarding retirement plans. Richard can also consult with your employees, at no cost, about retirement planning and/or provide investment advice.

These are just some of the ways we can assist you in introducing your employees to the many great benefits the credit union provides.

Call us if you have questions or would like to schedule a visit from a credit union representative.

Renee Fisher - 800-951-8000 ext. 148

Donna Henry - 800-951-8000 ext. 138

Cynthia King - 800-951-8000 ext. 131

Eric Stiff -800-951-8000 ext. 134

By working together, we can make 2010 a rewarding year!



Review Your Debt - Where Can You Save Money?

The start of a new year is the perfect time to take a good long look at all of your obligations to determine if you can reduce or eliminate any of your monthly payments.

The first place to start, if you are a homeowner, is your mortgage loan as it is probably your highest monthly payment. If your home loan interest rate exceeds 6% you may want to refinance your home to lower your monthly payment or reduce the term of your loan. To see if refinancing may be the right move for you call Ashley McKenzie-Sharpe (336-575-9448) or Nicole Carson (828-315-0110) of W R Starkey, our mortgage lending partners. They can analyze your current home loan to determine your best refinancing options.

Next, look at your auto loans. If you are paying more than 6.75% at another financial institution, Members Credit Union can refinance your vehicle to reduce your interest rate and lower your payment.

Finally, look at all of your credit cards and unsecured loans. Use an MCU Debt Consolidation Loan to pay off debts up to \$15,000. If you have debt in excess of \$15,000 use the Debt Consolidation loan to pay off the loans with the highest interest rates. Use the money you save from the consolidation loan to tackle whatever debt you have remaining.

While it is ideal to be debt free everyone should have a credit card in case of emergencies. MCU offers a low rate, currently 10.75% APR, no annual fee Visa Card with credit lines up to \$10,000.

Call your local branch office or 800-951-LOAN (5626) for a comprehensive review of your debts. We can offer suggestions and guidance about reducing your monthly loan payments.



Free Representative Training

If you are a new sponsor company credit union representative who would like initial training, or you are a long time representative who would like a refresher course on credit union policies and procedures, please contact Donna Henry, our Director of Sponsor Affiliations, to attend a training session.

Classes are free and run from 10:00 a.m. to 1:00 p.m., with lunch provided. You can reach Donna at 800-951-8000, ext. 138, or donnah@memcu.com.

Winston-Salem - January 20, 2010

Hickory - February 17, 2010

Winston-Salem - March 17, 2010

Miscellaneous Information

- Members Credit Union has academic and need based scholarships available for 2010-2011 school year. The deadline for completed applications is February 26, 2010. For additional information visit www.memcu.com.
- Reduce your carbon footprint by signing up for eStatements@MCU, our electronic account statement delivery system. Visit our home banking product MCU@Home and click on [eStatements](mailto:eStatements@MCU) under the "Account" tab to get started. [eStatements](mailto:eStatements@MCU) are fast, free and secure.
- Members Credit Union currently has a number of previously owned vehicles for sale. We offer these vehicles at 0% financing (with credit approval, of course) with no down payment required. To view a list of available vehicles visit MCUCars.com.
- Congratulations to our final two vacation winners

in our representative reward program for 2009 - Cindy Roden of Old Dominion Freight Line in Atlanta GA, and Crystal Oakes of K&W Cafeterias in Wilmington, NC.

- Save time and money by paying bills the easy way with eBill@MCU. All you need to get started is an MCU checking account and a computer. Go to www.memcu.com and click on eBill@MCU for a quick demo of the product.
- Check out the new MCU Press Center on our website. Under the "About MCU" tab click on MCU Press Center. Here you can find information about upcoming MCU events and recently completed projects. Call Carla Kimel at 800-951-8000 ext. 146 to have Members Credit Union participate in your company's charitable project or event.
- We will be closed on Monday January 18, in observance of Martin Luther King Jr. Day.