



# Update

March 2011

*Published Monthly for Members Credit Union Reps and Other Key Sponsor Personnel  
Visit [www.memcu.com](http://www.memcu.com) to see our great rates!*

## ***We'll Lower Your Rate by 1% or Give You \$50!***

Are you paying more than 6.25% APR on your auto loan financed at another lender? If so we have an unbelievable opportunity for you. We are so sure that we can lower your rate by at least 1% that, if we can't, we will give you a \$50 Visa Gift Card.

All you have to do is call or visit your local branch to get the application process started to re-finance your auto loan and save money. Once your loan is approved we pay off your current lender directly and take care of all the required paperwork for the title transfer. A small fee (\$15 in NC) is charged for the title transfer and can be rolled into your loan, meaning no out of pocket costs for you.

You will find our refinancing terms are very generous. We'll refinance your loan up to the ve-

hicle's base NADA retail value plus \$1,000 or the payoff, whichever is less. For 2011 models with loan contracts less than 12 months old we will refinance the lesser of the original sales price or current loan payoff. You can choose a term for up to 84 months and we also provide affordable payment protection plans, extended warranty coverage and Guaranteed Asset Protection (GAP) plans.

If we can't lower your rate at least one percent (usually we can lower it more than that) we'll give you a \$50 gift card on the spot. What have you got to lose? You will get a new low rate on your auto loan and save hundreds of dollars in interest over the life of your loan or you will get a \$50 gift card. Either way you are a winner.



## ***Everyone Should Belong to a Credit Union***



One of the most valuable benefits that an employer can offer its employees is the option to join a credit union. With a credit union membership one easily saves hundreds of dollars a year over banks due to fewer and lower fees, higher dividend rates on savings, and lower interest rates on loans.

Credit unions are able to charge fewer fees and offer significantly better rates because of their member-owned, not-for profit status. Credit union profits are distributed to the member in the form of dividends. Banks, on the other hand, continually invent new fees to boost profits and return to stockholders - not customers.

Saving money is only one of the many benefits of credit union membership. At Members Credit Union we provide a superb selection of financial products

and an unparalleled package of services as well as a professional and knowledgeable staff. We can help guide you through all the financial stages of your life - from buying your first car and house, to setting up a savings plan to save for your children's college education to establishing a retirement plan.

Our convenient services such as direct deposit and payroll deduction to fund your account, **free** electronic services such as home banking (MCU@Home) and electronic bill pay (eBill@MCU) and other valuable services such as MEMBERS Financial Services and MEMCU Insurance are second to none and make credit union membership a must.

If you have not already taken advantage of the opportunity to join your credit union don't wait any longer. Visit your Human Resources Department to open an account, stop by one of our 20 branch locations, visit us on the web at [www.memcu.com](http://www.memcu.com), or simply call us at 800-851-8000 to have the necessary application forms mailed to you.

## Financial Happy Hour Coming to a Branch Near You

This spring and summer we are going to be holding financial happy hours at most of our credit union branches. These happy hours will run from 4 to 6 PM and allow members to talk to credit union representatives in a less formal setting. We'll have free happy hour type food and nonalcoholic beverages for you to enjoy, plus you can spin our prize wheel for a chance to win prizes ranging from credit union T-shirts to gift cards.

As well as credit union staff to help you with credit union products and services we will have representatives from Member

Financial Services to discuss investment and retirement options, W. R. Starkey Mortgage for home loan questions, MEMCU Insurance to help with your auto and home insurance needs, and PFP Services for life and disability/accident insurance.

We hope your employees can join us for these informative and fun sessions. Be on the look out for our schedule of financial happy hours to see when we will be a branch near you. We'll also consider having a financial happy hour at your company. If you are interested contact Renee Fisher at [reneef@memcu.com](mailto:reneef@memcu.com).

## 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 [donna@memcu.com](mailto:donna@memcu.com).

Winston-Salem - April 27, 2011

Hickory - May 18, 2011

## Miscellaneous Information

- Need supplies? Contact [reneef@memcu.com](mailto:reneef@memcu.com) or use the order form at [www.memcu.com](http://www.memcu.com). Under the "Sponsor Company" tab click on "Sponsor Rep Info" then "Need More Supplies?" Complete the online form and click "Send Request." Your requested supplies should arrive within 3-4 days.
- For answers to your home loan questions please contact one of the representatives of our first mortgage partner W.R. Starkey. Ashley McKenzie-Sharpe can be reached in our Winston-Salem office or Nicole Carson in our Hickory office.
- You can contribute up to \$5,000 for the tax year 2010 to either a Roth or Traditional IRA. Those over 50 may contribute an extra \$1,000. Contributions to IRAs for tax year 2010 must be made by April 15, 2011.
- Reloadable Prepaid Visa Debit Cards are now available at all of our branch locations. Cards may be purchased for \$2.50 and reloaded with additional funds for just 50 cents.

- Carowinds tickets are available at all branch locations and on our website at [www.memcu.com](http://www.memcu.com). Adult tickets may be purchased at our branches for \$34.99 (gate price is \$51.99). Senior/Junior



tickets are not available at our branches, but may be purchased online for \$22.99 - a \$2.00 savings over gate admission. To purchase tickets online go to [www.memcu.com](http://www.memcu.com) and click on "Discounts" under the MCU Tools tab. Please note that Carowinds charges an additional \$1 for all e-ticket purchases. Carowinds will open for the season on Saturday April 2.

- Check out [mcucars.com](http://mcucars.com) to find some great deals on previously owned vehicles. All of these cars can be financed at 0% with approved credit. Minimum monthly payment is \$125.