

Financial FOCUS

A Publication of Southeast Michigan State Employees Federal Credit Union

We'll Put You In The Driver's Seat

Vehicle Loans

As Low As

2.50%
Fixed
APR*

When you're ready to buy a new car, or if you have a higher-rate loan with another lender, come to SMSE for your financing. Even if you're just beginning to shop, have your loan pre-approved so you are ready when you find the vehicle you want to buy. We'll even help you determine how much you can save when you bring higher-rate loans from other lenders to SMSE.

Plus, if you are looking for a new or used boat, RV, motorcycle, or camper, we have a loan program to meet your needs.

- Apply online at www.smsefcu.com
- Call or stop by the Credit Union office

*APR = Annual Percentage Rate, subject to change. Rate based on individual credit history, model year, and term of loan. Loan cannot be used to pay on existing loans at SMSE.

Refinancing Your Home Could Help You Improve Cash Flow

If you're like most people these days, you're probably trying to cut expenses and save money. Refinancing your home may help. Even if you currently owe more than your home's value, you may be eligible to refinance under the HARP program. Refinancing may reduce your monthly payments and keep your finances on track.

Right now mortgage rates are historically low, and our Mortgage Center has the program to suit your needs and fit your budget. Payments can be conveniently deducted right from your checking account, or mailed directly to the Mortgage Center. For a no-risk, no-obligation consultation and to find out if you qualify for a refinance, call an experienced Loan Officer at (888) 562-6865. Or visit www.mortgagecenter.com to get started online.



61st Annual Meeting & Dinner Dance Saturday, April 20, 2013

**Deadline to
Purchase Tickets
Is April 15th!**

Location:
American Polish Century Club,
Sterling Heights

Tickets:
\$35.00 Adults – \$25.00 Children

Live Entertainment

There's still time for you to purchase tickets for our 61st Annual Meeting and Dinner/Dance. Join us for an evening of great food, wonderful entertainment, and time with friends from SMSE. 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.

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 March 19, 2013.

Automobile Loans

Current model year - up to 60 months . . .4.25% APR
 72 months (\$25,000 or more)4.25% APR
 2010-2013 - up to 60 months4.25% APR
 2006-2009
 up to 48 months5.75% APR
 2005 and earlier
 up to 36 months6.75% APR
 Classic and antiques
 up to 48 months8.00% APR

Recreational Vehicle/ Motorcycle Loans

Current model year
 72 months (\$25,000 or more)5.25% APR
 2010-2012 - up to 60 months
 2008-2009 - up to 48 months5.25% APR
 2006-2007 - up to 48 months6.75% APR
 2005 and earlier
 up to 36 months6.75% APR

Boat Loans

2009-2013
 up to 120 months4.25% APR
 2006-2008
 up to 48 months5.75% APR
 2005 and earlier
 up to 36 months6.75% APR

Share/Share Certificate Secured Loans

3% over dividend rate
 up to 60 months5.00% APR min.

Unsecured

One-Year, Low-Rate Loan8.00% APR
 12 months - maximum \$3,000
 Closed-end
 up to 36 months11.00% APR
 37-60 months13.00% APR
 Home Improvement
 up to 60 months8.50% APR
 Home Equity Line-of-CreditPrime
 Overdraft Line-of-Credit15.00% APR
 VISA Platinum8.9% APR
 VISA13.92% 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

Carry a Card From Your Credit Union

Take a look at the credit cards you have in your wallet. What kind of rates and annual fees are you charged for those cards? How much interest are you paying on your credit card balances - especially from department stores where you could be paying as high as 24% or more? Making the switch to SMSE is the right choice for you.

- 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 your balance before a finance charge is imposed
- ATM access worldwide
- No over limit fees



Apply for your SMSE VISA today!

Compare The Difference

Let's assume you have a \$7,000 credit card balance at another lender, and you make a monthly payment of \$200 for 48 months. Here's approximately how much you'd pay in interest at SMSE and the other lender...and how much you'd save by bringing that balance to your Credit Union.

SMSE VISA

8.9%
APR

Balance: \$7,000
 41 Months (Paid Off)
 Interest Paid: \$1,133.72

Other Lender's Card

24%
APR

Balance: \$7,000
 48 Months (\$338.41 remaining)
 Interest Paid: \$3,336.75

Savings by switching balance to SMSE:

\$2,203.03*

Pay off those other balances now...and we'll help you every step of the way!

*APR = Annual Percentage Rate. Examples are estimates. Contact SMSE for a comparison using your actual credit card balances at other lenders.

VISA Updates

When your VISA card is up for renewal, a credit report is pulled and reviewed. Be sure to keep a positive credit rating. You are entitled to a free credit report annually at www.annualcreditreport.com.

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, LendKey (formerly 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.



The Convenient Combo of Services

If you're not already enjoying the benefits of SMSE's convenient combo of services, ask for them today!



CHECKING: No monthly maintenance fees, no transaction fees, no minimum balance requirements when you authorize direct deposit of payroll, pension or Social Security.

DEBIT MASTERCARD: Carry the card that's accepted at any location displaying MasterCard. Plus, it's your debit card and ATM card – all in one.

HOME BANKING: Access your account online from any computer with Internet access. Make a wide range of transactions 24/7.

ATMs: Use more than 30,000 surcharge-free ATMs throughout the U.S. and Canada through the CO-OP Network.

SHARED BRANCHES: Make transactions at more than 5,000 shared branch locations. Visit www.co-opnetwork.org for locations.

DIRECT DEPOSIT: Your money is deposited automatically on payday, even if you are out of town.



NCUA Debuts New Websites, Video for America and Military Saves Weeks

Better Design, Easier Navigation, More Features Enhance Consumer Online Experience

As part of America Saves Week and Military Saves Week, the National Credit Union Administration (NCUA) debuted a new look for its free consumer websites and a video from Board Chairman Debbie Matz about the value of saving.

The newly designed websites — MyCreditUnion.gov and the financial literacy microsite Pocket Cents (available from the home page) — are more user-friendly and provide consumers with access to more information.

"We've made two valuable consumer tools better," NCUA Board Chairman Debbie Matz said. "Financial education is a lifelong process, from teaching young people sound savings habits to helping adults plan for retirement. MyCreditUnion.gov and Pocket Cents provide consumers with the information needed to make better financial decisions for their lifestyles and goals. I hope consumers will regularly use this information now available on both our consumer and financial literacy websites.

"Our latest NCUA Consumer Report video is aimed at reminding consumers about the importance of developing and keeping good savings habits," Matz added. "That's an important step towards building a solid financial future."

Schedule of Fees

Share Savings Accounts

Less than \$100	
average daily balance	\$3.00 per quarter
Automatic Payment	
(ACH) NSF	\$25.00*
Returned Item/Check Fee.....	\$25.00*

Share Draft Checking Account

Less than \$100	
average daily balance	\$3.00 per mo.
Stop payment request	\$25.00*
NSF (Non-Sufficient Funds)	\$25.00*
Overdraft Privilege.....	\$25.00*
Automatic Payment (ACH) NSF.....	\$25.00*
Returned Item/Check Fee.....	\$25.00*
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.....	\$25.00*
ATM Overdraft	\$25.00*

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)	\$25.00*
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

*Effective 2/1/13.

DID YOU KNOW ?

- You are eligible to receive discounts from Sprint. Visit www.SprintSave4CU.com.
- You can also receive discounts from GM, FTD, Shop America, DirectTV, and more at lovemycreditunion.org.
- You have access to free financial counselors at Accel – 1-877-33ACCEL (322-2235).
- It's important that we have your correct address and phone numbers. For your protection, we require a photo ID in order to make an address change. Please provide us with your e-mail address also so we can quickly get in touch with you if the need arises.
- You should never provide personal information to anyone contacting you by phone, through e-mail or text messaging, or if they come to your home. SMSE will never ask you for this kind of information in this manner, and neither will other businesses where you have accounts. Protect yourself and your accounts. Delete these kind of messages and/or hang up the phone.

Spread The Word About SMSE!

All of the great benefits of SMSE membership are available to your spouse, children, siblings and parents. If you have a brother looking for a vehicle loan, tell him about SMSE's low-rates. Maybe your parents are looking for a financial institution that doesn't charge them high fees. Let them know about the free and low-cost programs at your Credit Union. Spread the word so that your Credit Union can continue to grow and strengthen. This is your personal financial institution where you're an owner. At SMSE, you matter!



Christmas & Vacation Club Accounts

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

2013 Club Sign-Up Form

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

Start a new Club Account for the year 2013: 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 2013 Club Account.

Use direct deposit as the means to make deposits into my 2013 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 2013. 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.

Deposit Your Tax Refund Checks Electronically To SMSE

If you need a loan to pay your taxes, see us!

Whether you are filing your income tax return by mail, or you are filing electronically, it is now required to receive your refund by either a debit card or direct deposit. Direct deposit is a safer and faster way to receive your money...and you can choose SMSE for that direct deposit. 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.

Holiday Closings

Memorial Day:
Monday, May 27, 2013

Independence Day:
Thursday, July 4, 2013



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.

