

MoneyClips

A QUARTERLY PUBLICATION FOR THE MEMBERS OF GREENVILLE FEDERAL CREDIT UNION

Spring 2013

IMPORTANT DATES:

- May 12 Mother's Day
- May 27 Memorial Day, Credit union closed
- June 6 Last day of school
- June 16 Father's Day
- July 4 Independence Day, Credit union closed

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Go for a lower loan rate.



Special gift card offer.**
 Receive a \$50 gift card when you finance/refinance a vehicle loan through the credit union.



Whether purchasing or refinancing, a better rate means lower car payments. So, what are you waiting for?

Have a better rate offer? We will beat other lenders' auto loan rates by a quarter percent⁺ if the terms and collateral requirements are comparable (excluding automobile manufacturer and captive finance company 0% rate offers.)

Members enjoy the same low rate on new, pre-owned and refinanced vehicles with less than 30,000 miles and less than 2 years old. As your not-for-profit financial institution, our rates are better than those at most dealerships and banks.



Greenville
 Federal
 Credit Union

Join and prosper.®

© 2013, Greenville Federal Credit Union. All rights reserved. Member NCUA. *Annual Percentage Rate is based on a 36-month term. Your loan rate and term amount may vary depending on individual credit history and underwriting factors. A 36-month loan with 2.49% APR would have monthly payments of \$28.86 per thousand borrowed. All credit union rates, fees, terms, and conditions are subject to change at any time without notice. **Receive a \$50 gift card when you finance your vehicle loan with the credit union. Offer good from April 1 through June 30th, 2013. Credit scores will be obtained through Equifax. +Rate floor is 1.99%. This offer is for members in good standing who are eligible and qualify for loan services. This offer does not apply to existing credit union vehicle loans. Loans less than \$5000 are excluded.



President's column.

We're working very hard to improve your lending experience.

As your credit union, we try very hard to provide you with the best opportunity to grow financially. Whether it's a low rate credit card, mortgage or vehicle loan, we are here for you. To serve you and to help you in these difficult times is still the only reason we exist!

Our employees recognize that this downturn in the economy has hurt a lot of our members and our community. We know that there may be recent credit issues that many of you have never experienced before. And when you are considering your lending needs for future purchases, please look to your credit union first. We understand the issues you face and we want to help you.

- Are you trying to lower your monthly payments so that you can begin saving money again? We can help.
- Are you bogged down by debt and are you looking for a plan to get out of it? We can help.
- Does your child need their first credit card or vehicle loan when they head off to school or leave home? We can help with that too.

I promise to you that your credit union will work very hard to earn your business and help you grow financially. But you have to give us a try. I think you will be glad you did.

Paul Hughes

President, Greenville Federal Credit Union

Cover your loan.

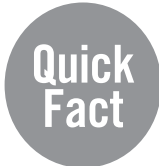
With Member's Choice Life and Disability Insurance.

Just about any vehicle you drive these days comes with multiple safety features. But too many buyers drive off with no protection for their loan. What if your income takes a hit due to death or disability? In many cases, the income stops, but the bills – including monthly loan payments – keep coming. When you purchase Member's Choice Life and Disability Insurance, the nominal cost can be built into your loan payments, and your obligation will be covered if something tragic happens.

Our credit life insurance can reduce or pay off your covered loan if you die. And credit disability insurance can make your covered monthly loan payments for as long as you're unable to work due to a covered disability. This program has helped ease the financial stress of several member tragedies in the past. Recently, a member had a \$19,000 loan with a monthly payment of \$504. A life-threatening illness rendered them unable to work, and the entire balance of the loan was covered. Another family actually lost their primary wage earner. When the surviving spouse came in to

settle the account, they were relieved to find out that the balance would be paid in full with the life insurance policy.

Death and illness certainly can't be predicted, but they can be planned for. Ask about Member's Choice Life and Disability Insurance when you finance your vehicle loan. Always wear your seatbelt. And don't forget, you can add safety features to your loan obligation as well as your car.



Auto Insurance Costs: Where does SC rank? According to Insure.com, SC ranks among the least expensive states with \$1,288 average insurance costs. Louisiana ranks the highest with \$2,699.

Credit union buyers may be in the driver's seat for great car deals.

Financial Tip

New car purchases have experienced a four-year drought. And buyers are now being greeted by great interest rates on vehicle loans along with great manufacturer rebate programs as shown with recent consumer data indicating a 20% increase in February auto sales.



You may discover that 0% dealer financing isn't a good deal at all.

Automakers are, again, promoting 0% financing and other special promotions. But are the deals as good as they sound? Before you sign on any dotted line, consider factors beyond the interest rate – such as the total amount financed, the potential rebate, and the monthly payment. You may discover that 0% dealer financing isn't a good deal at all.

While 0% may be an eye-catching rate, there are hidden conditions and other disclaimers you should be aware of. Low rates

from most car dealers usually apply to short-term loans. For example, when a dealer offers 0% financing on two-year loans, you may forfeit the manufacturer's rebate to obtain the low rate (shorter-term rates are typically not offered with rebates). The rate is low because you end up financing a higher amount, which translates to higher monthly payments. Basically, you could pay a \$1,500-\$4,000 finance charge for what you thought was a great loan rate.

You should also know that many low rates are only offered on select vehicles; usually slow-selling models, to move them off the lot. Not much help if you happen to like more popular models.

So what is your best deal? The only way to know is to make a fair and informed comparison. Before you make a deal, bring your offer to us. We'll be happy to do the math and show you a side-by-side comparison that reveals your best option. In the end, you're usually better off taking the dealer's rebate offer to use as a down payment on your credit union loan. You'll almost always get a lower rate here than you can find under the same condition at any bank. That's just how we work.

Credit union lending guidelines are designed to beat outside loan offers.

In 2012, the credit union announced it had unanimously approved a change to the credit union's current vehicle lending guidelines that would allow the lending team to help lower members' rates and loan payments they may have with other lenders.

This adjustment was expected to improve the credit unions' ability to offer vehicle loan terms that are better than could be found through other lending sources and since then it has proven effective.

The change to the guidelines allows loan officers to beat other lenders' rates by a quarter of a percent as a standard practice, replacing the previous guideline that allowed them to only match other lenders' rates. This change means that the credit union can beat any outside existing vehicle loan rate or new loan rate offer with comparable terms and collateral requirements (excluding

automobile manufacturer and captive finance company zero percent rates) by a quarter percent, with 1.99% as the floor rate. Existing credit union vehicle loans are not eligible for a reduced rate.

Better rates mean more options for our members.

Making this adjustment to the credit union's vehicle lending guidelines has helped the credit union meet the borrowing needs of even more members, and ensures it remains a leader in the ever competitive lending marketplace.

The credit union management team is always looking at ways to help build member financial prosperity by providing access to affordable financial services.

2013 Annual Meeting: Capping a stellar year with a gift to charity.

The 2013 credit union Annual Meeting was held at the Hilton Greenville on Thursday, March 14. It was a full house for the credit union's most recent annual meeting. This year's agenda included a review of 2012 financials, and remarks made by the President, several board members and special guests. The meeting also included the election of board members Jessie Bowens, Willis Meadows and Kenneth Bridwell. The members voted to approve their election and we are pleased to announce that they will be serving a term on the credit union's Board of Directors.

During the annual meeting special guests Gina Blohm of Greenville Health System and John McGrail from the Carolinas Credit Union Foundation were on hand to accept the credit union's \$22,000 donation toward the GHS Children's Hospital renovation project. This donation was the result of the credit union's fundraising efforts during the 2012 Charity Golf Tournament held in October.

Thank you to all who attended and participated in the 45th Annual Meeting. Your involvement is a testament to the credit union difference and the importance of member ownership. We would also like to thank the staff of the Hilton Greenville for hosting the event and helping to make this year's Annual Meeting a success.



Our members are committed to making a difference.



Teacher of the Year Reception.

Greenville Federal Credit Union sponsored the 2013 Greenville County Schools Teacher of the Year Reception, held at the Poinsett Club in Greenville on Thursday, March 21. This reception is held each year to honor the chosen teachers of the year for Greenville County Schools. During the reception, teachers have the opportunity to mingle with peers from other schools as well as judges, who will ultimately choose the overall best candidate for Greenville County Schools Teacher of the Year.

Congratulations to all of the Greenville County Schools Teacher of the Year candidates.



Ticket prices are subject to change.

Enjoy fun and savings with discount tickets.

Celebrate Spring with discounted tickets for admission to movies, theme parks and more. Greenville Federal Credit Union offers discount tickets to Regal theaters, Six Flags, Carowinds, and the Biltmore Estate in Asheville. Tickets may be purchased at any branch significantly less than on location. To save a trip to the credit union, simply call your nearest branch and request the tickets of your choice. Your account will be debited and you will receive the tickets via mail within days.

Six Flags: Now open—tickets are \$37.00 Children 2 and under are free.

Carowinds: Now open—tickets are \$33.00 Children 2 and under are free.

Regal Movie Theater: tickets are \$6.50 (Restricted); \$7.50 (Unrestricted)

Ticket prices will increase to \$7.00 (Restricted) and \$8.00 (Unrestricted) when current inventory is depleted.

Biltmore Estate: tickets are \$40.00 Between May 25 - September 3, children 16 and under are free with the purchase of an adult ticket.

Courtesy Pay gives you peace of mind and protection.

With life's demands and hectic pace, overdrawing an account can happen to the best of us. That's why we offer Courtesy Pay, a service that provides approved account holders the ability to overdraw their Regular or Yield-Plus Checking account up to \$500. This non-contractual overdraft protection service requires no member action or signed agreement – and costs nothing unless the privilege is used. If you forget or miscalculate something, Courtesy Pay saves you time, money and embarrassment from having a Non-Sufficient Fund (NSF) item returned to a merchant.

If you do not wish to participate in this program, please notify us in writing or by fax at (864) 370-9414.

Your checking account must be brought to a positive balance at least once within a 30-day period to maintain the Courtesy Pay protection privilege. For more information, contact a Member Service Representative.



Credit union strikes up additional funds for Junior Achievement.



On February 22, Greenville Federal Credit Union participated in the 2013 Biz Bowl fundraiser for Junior Achievement. Eight teams representing the credit union dressed in costumes and gathered with other upstate businesses to bowl and raise money for Junior Achievement programs in Greenville County Schools. Over two weekends, the event raised nearly \$40,000.

This year the credit union won the distinction of “JA Champion of the Night” for having the most teams and overall spirit during the night. We would like to recognize credit union employees Stephanie Chapman, Teresa Jones and Steve Banks for being the top fundraisers from our teams.

Junior Achievement is a 501(c) 3 not-for-profit organization sponsored by corporate and individual contributors that seeks to educate and inspire young people to succeed in a global economy. Through age-appropriate curricula, JA programs begin at the elementary school level, teaching children how they can impact the world around them as individuals, workers and consumers. Junior Achievement programs continue through middle school grades and high school, focusing on key content areas of entrepreneurship, work readiness, and financial literacy, all with the help of volunteers who care enough about our youth to take time out of their day to make a difference.



Your debit card can earn up to 1% cash back.

You must register to earn cash back for your signature-based purchases.

Your Greenville Federal Credit Union debit card has always offered convenient access to your money, but now offers a way to earn money, too. Under our free CardCash program all credit union debit cards are eligible to earn cash back on signature-based debits.

Here's how to earn cash back with your debit card:

1. Register online at www.cardcash.us/greenvillefcu or by completing a registration card at the nearest branch. This program is free to members.
2. Use your debit card as credit for your everyday purchases and bill payments, by selecting “credit” instead of “debit.”
3. Exceed your monthly minimum of \$600 in qualified non-pin debit card purchases and bill payments.
4. Start earning unlimited cash back per year.*
 - 1.00% On qualified monthly purchases totaling \$600.01 - \$1,100.00
 - 0.50% On qualified monthly purchases totaling \$1,100.01 - \$1,600.00
 - 0.25% On qualified monthly purchases totaling \$1,600.01 and higher
5. Track your earnings each month with a CardCash™ statement.

Don't have a Greenville Federal Credit Union debit card?

Contact us to learn how to qualify for a debit card.



cardcash[™]
press credit everyday, every pay

Register now to begin earning.

You can register for CardCash™ by:

- visiting www.cardcash.us/greenvillefcu and registering online.
- visiting the nearest branch and completing your registration with a teller.

*Terms & Conditions apply. Visit www.cardcash.us/greenvillefcu for details. Have a question? Email us at support@cardcash.us or talk to a customer support representative at 704-227-0709. Due to any unforeseen legislation or disputes with merchants that could affect signature-based/non-PIN transactions, the credit union could modify or cancel this program at any time.

We can beat your current auto loan rate.

Have a better rate or rate offer? We will beat other lenders' auto loan rates by a quarter percent⁺ if the terms and collateral requirements are comparable (excluding auto manufacturer and captive finance company 0% rate offers.)



Visit www.greenvillefcu.com or contact our lending specialists at 800.336.6309 for more information.

*Annual Percentage Rate is based on a 36-month term. Your loan rate and term amount may vary depending on individual credit history and underwriting factors. A 36-month loan with 2.49% APR would have monthly payments of \$28.86 per thousand borrowed. All credit union rates, fees, terms, and conditions are subject to change at any time without notice. **Receive a \$50 gift card when you finance your vehicle loan with the credit union. Offer good from April 1 through June 30th, 2013. Credit scores will be obtained through Equifax. +Rate floor is 1.99%. This offer is for members in good standing who are eligible and qualify for loan services. This offer does not apply to existing credit union vehicle loans. Loans less than \$5000 are excluded.



Ask about our \$50 gift card offer.
Receive a \$50 gift card when you finance or refinance a vehicle loan through the credit union.**

VISA Debit Card fraud prevention program.

Protect Your Account

To protect your account, the credit union is monitoring your ATM and VISA Debit Card transactions for potentially fraudulent activity which may include some out of state and all international transactions, a sudden string of costly purchases, or any pattern associated with new fraud trends around the world. Some transactions may be blocked.

Notify the credit union when traveling out of state or internationally.

Members who plan on using their card out of state or internationally can simply contact the credit union to exclude their card from this block. This new safety feature is designed to prevent fraud when you least expect it. Please contact a member service representative during normal business hours.



Loan Application

I AM APPLYING FOR:

- INDIVIDUAL ACCOUNT JOINT ACCOUNT
 JOINT ACCOUNT WITH OTHER THAN SPOUSE

- VEHICLE LOAN CERTIFICATE SECURED HOME EQUITY LINE OF CREDIT
 PERSONAL LOAN SHARE SECURED SECOND MORTGAGE
 OVERDRAFT PROTECTION OTHER:

| | | |
|--------------------------|---|--|
| LOAN AMOUNT REQUESTED \$ | PAYMENT PROTECTION INSURANCE LIFE: <input type="checkbox"/> SINGLE <input type="checkbox"/> JOINT <input type="checkbox"/> DISABILITY | PAYROLL DEDUCTION <input type="checkbox"/> YES <input type="checkbox"/> NO |
|--------------------------|---|--|

| APPLICANT | | | |
|--|------------------------|---------------------------|-------------------|
| LAST NAME | FIRST | MIDDLE | MEMBER # |
| HOME ADDRESS | CITY | ST | ZIP |
| DATE OF BIRTH | | | |
| <input type="checkbox"/> OWN <input type="checkbox"/> RENT HOW LONG? | HOME PHONE | WORK PHONE | SOCIAL SECURITY # |
| EMPLOYER NAME AND ADDRESS | | | POSITION |
| GROSS MONTHLY INCOME \$ | MORTGAGE/RENT \$ | LENGTH OF EMPLOYMENT YRS. | |
| OTHER MONTHLY INCOME | SOURCE OF OTHER INCOME | # OF DEPENDENTS | |
| COMPLETE FOR JOINT, SECURED CREDIT OR IF YOU LIVE IN A COMMUNITY PROPERTY STATE*** | | | |
| <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED | | | |

| CO-APPLICANT | | | |
|--|------------------------|---------------------------|-------------------|
| LAST NAME | FIRST | MIDDLE | MEMBER # |
| HOME ADDRESS | CITY | ST | ZIP |
| DATE OF BIRTH | | | |
| <input type="checkbox"/> OWN <input type="checkbox"/> RENT HOW LONG? | HOME PHONE | WORK PHONE | SOCIAL SECURITY # |
| EMPLOYER NAME AND ADDRESS | | | POSITION |
| GROSS MONTHLY INCOME \$ | MORTGAGE/RENT \$ | LENGTH OF EMPLOYMENT YRS. | |
| OTHER MONTHLY INCOME | SOURCE OF OTHER INCOME | # OF DEPENDENTS | |
| COMPLETE FOR JOINT, SECURED CREDIT OR IF YOU LIVE IN A COMMUNITY PROPERTY STATE*** | | | |
| <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED | | | |

Other obligations (e.g. liability to pay alimony, child support, separate maintenance.) List any obligations and amounts below:
 \$ _____ \$ _____
 APPLICANT CO-APPLICANT

*You do not have to disclose alimony, child support or separate maintenance income if you do not wish to have it considered as a basis for repaying the credit extended to you. **Answer if you are applying for secured credit; if you are applying for joint credit; if you live in a community property state; or if you rely on property located in a community property state as a basis for repayment. Community property states include: AZ, CA, ID, LA, NM, NV, TX, WA, WI and Puerto Rico. If you are applying for individual, unsecured credit and do not reside in a community property state, then do not answer. I certify everything I have stated in this application and on any attachments is correct. You may keep this application whether or not it is approved and I authorize you to share this application with any of your affiliates, for the purpose of determining whether I might qualify for other products you or those affiliates offer. I authorize you to check my credit and employment history and to answer questions others may ask you about my credit record with you. I understand that I must update credit information at your request if my financial condition changes.

Applicant: _____ Date: _____

Co-Applicant: _____ Date: _____

Loan Rate Schedule

Effective April 1, 2013

| | | APR ¹ |
|---|---|------------------|
| VISA | Platinum | 8.99% |
| | Classic | 13.90% |
| | Classic Beginning | 17.99% |
| Personal Line of Credit ² | | 17.99% |
| Personal note | as low as | 7.99% |
| Share Secured ³ | Quarterly variable | 5.00% |
| Certificate Secured ⁴ | 3% over Index (consult certificate rates) | |
| New Vehicle ⁵ (less than two years old and less than 30,000 miles) | 36 months or less as low as | 2.49% |
| | 48 months or less as low as | 2.74% |
| | 60 months or less as low as | 2.99% |
| | 72 months or less as low as | 3.24% |
| | 84 months or less as low as | 3.99% |
| Used Vehicle, (more than two years old and more than 30,000 miles) | 48 months or less as low as | 3.49% |
| | 60 months or less as low as | 3.74% |
| New Motorcycle, | 72 months or less as low as | 4.49% |
| New RV, New Boat ⁶ | 84 months or less as low as | 4.99% |
| Home Equity | 80% or less loan to value | 4.00% |
| Line of Credit ⁷ (as low as) | 90% or less loan to value | 5.00% |
| | > 90% loan to value as low as | 6.00% |
| Second Mortgage ⁸ | as low as (contact for more details) | 5.99% |
| Mobile Home ⁹ | 50% loan to value as low as | 9.99% |
| | 75% loan to value as low as | 10.99% |
| Unimproved Property | 2YR-ARM as low as | 6.25% |
| | 5/1-ARM as low as | 6.75% |
| Mortgages ¹⁰ | 2YR-ARM as low as | 3.00% |
| | 5/1-ARM as low as | 4.00% |
| Investment/ Rental Property | 2YR-ARM as low as 5/1-ARM as low as | 3.00% 4.00% |

Other Options Available: Fixed Rates, Jumbo, Primary Residence, Secondary Residence

¹Annual Percentage Rate (APR) is subject to credit approval and can change without notice. ²Personal loan margin will be determined based upon a combination of credit scores provided through Equifax, Inc. The quarterly Index will be the Wall Street Journal's published prime rate as of the 15th day of December, March, June, and September and any subsequent rate change will occur on the first of the following months. The minimum Index value used will be 5.99%. ³The Index each quarter is based upon the highest dividend rate paid on regular shares rounded up to the next even quarter percent. The minimum Index value used will be 2%. ⁴Certificate loans use the certificate dividend rate rounded up to the next even quarter percent as the Index. The minimum Index value used will be 2%. ⁵Our definition of New and Used vehicles expands your financing opportunities; please contact a Loan Officer for details. Your rate will be determined using a combination of credit scores provided through Equifax, Inc. ⁶Real property must be located in the state of South Carolina. Your rate will be determined by the original term of the loan and/or original loan-to-value percentage. ⁷Mobile home must be located in the state of South Carolina. Your rate will be determined by the original term of the loan and original loan-to-value. Other restrictions apply based upon the specific loan type requested.



Savings Rate Schedule

Effective April 1, 2013

| | Rate | APY* |
|--|-------|-------|
| Regular Share Savings | | |
| <\$1,999.99 | 0.10% | 0.10% |
| \$2,000 and up | 0.15% | 0.15% |
| Holiday Club Savings | 0.10% | 0.10% |
| Regular Share Checking | 0.10% | 0.10% |
| Yield-Plus Savings – \$2,000 Minimum Deposit | | |
| < \$2,000 Below Minimum | 0.10% | 0.10% |
| >=\$2,000 to \$24,999.99 | 0.20% | 0.20% |
| >=\$25,000 to \$49,999.99 | 0.30% | 0.30% |
| >=\$50,000 to \$74,999.99 | 0.35% | 0.35% |
| > \$75,000 | 0.40% | 0.40% |
| Yield-Plus Checking – \$2,000 Minimum Deposit | | |
| < \$2,000 Below Minimum | 0.10% | 0.10% |
| >=\$2,000.00 to \$9,999.99 | 0.15% | 0.15% |
| >=\$10,000.00 to \$24,999.99 | 0.20% | 0.20% |
| >=\$25,000 to \$49,999.99 | 0.30% | 0.30% |
| >=\$50,000 to \$74,999.99 | 0.35% | 0.35% |
| > \$75,000 | 0.40% | 0.40% |
| Share Term Certificates (CDs) – \$500 Minimum Deposit | | |
| Special 30 month Step Up | 0.60% | 0.60% |
| 91 day | 0.30% | 0.30% |
| 6 month | 0.35% | 0.35% |
| 12 month | 0.45% | 0.45% |
| 18 month | 0.55% | 0.55% |
| 24 month | 0.60% | 0.60% |
| 30 month | 0.65% | 0.65% |
| 36 month | 0.75% | 0.75% |
| 48 month | 0.85% | 0.85% |
| 60 month | 1.00% | 1.00% |
| Share IRAs – Traditional And ROTH | | |
| Special 30 month Step Up | 0.60% | 0.60% |
| Variable Rate | 0.50% | 0.50% |
| Fixed Rates | | |
| 6 month | 0.35% | 0.35% |
| 12 month | 0.45% | 0.45% |
| 18 month | 0.55% | 0.55% |
| 24 month | 0.60% | 0.60% |
| 30 month | 0.65% | 0.65% |
| 36 month | 0.75% | 0.75% |
| 48 month | 0.85% | 0.85% |
| 60 month | 1.00% | 1.00% |

*Annual percentage yields. All rates are subject to change without notice. For complete account terms and conditions, call or write to: Greenville Federal Credit Union, 1501 Wade Hampton Blvd., Greenville, SC 29609, (864) 235-6309 or (800) 336-6309.

**For branch hours and locations visit
www.greenvillefcu.com or call 800.336.6309.**

PhoneBranch

864.271.4391
800.223.6361

Phone-A-Loan

864.241.6233
800.429.4538

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Jessie BOWENS, Secretary
Robin Stack, Treasurer
Kenneth Bridwell, Director
Dana Crowl, Director
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