

# 4th Quarter Newsletter

Providing Sound Financial Information for Members of HEW Federal Credit Union

## Refinance Your Auto and Get a Gas Card!

Refinance your auto to lower your monthly payment or reduce your interest rate.\* If you are upside down or owe more than the vehicle is worth, we will pay off the balance.

Also receive a GAS CARD!\*\*

Loan Amount	Gas Card Amount
Less than \$10,000	\$50 Gas Card
\$10,000	\$100 Gas Card
\$20,000	\$200 Gas Card
\$30,000	\$300 Gas Card



LIMITED TIME ONLY! Apply at your local branch, by phone at 1.800.742.5582 (Option 1) or online at [www.hewfcu.com](http://www.hewfcu.com) (Lending Center).

\*Offer valid only on model years 2008 - 2011. New money only. No cash out. No private party sales. Standard underwriting guidelines apply. \*\*While supplies last.

## New Low Home Equity Rates

Get the money you need for home improvements, college tuition, a new car and more.

Apply today by calling us at 202.488.5400 (Option 3) or online at our Mortgage Center. For more information, contact Susan Jackson, Mortgage Loan Officer, at 1.800.742.5582 ext. 1863.

\*APR = Annual Percentage Rate. \*\*Variable rate of Wall Street Prime as printed in the Wall Street Journal on the last business day of the previous quarter. Rates subject to change.

Loan Term	Loan Rate (APR*)
5 years	4.5%
7 years	5.0%
10 years	5.5%
15 years	6.5%
HELOC	3.25% Variable**



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It's amazing how quickly a year goes by. Just yesterday, it felt like 2011 was just beginning. As we enter the 4th quarter, still prevalent are the news reports and articles concerning the state of the world economy. Many lessons have been learned regarding fiscal responsibility and its importance, even within the four walls of our homes. HEW Federal Credit Union has made a conscious effort to be a source of assistance to members and the community-at-large since its inception. Within this quarter's newsletter, you will find the credit union's latest Financial Planning Seminar Schedule. These seminars will allow you to get expert-level information from our Certified Financial Counselor and Financial Consultant. Take advantage of these opportunities to gain as much information as possible to prepare for short-term goals such as the upcoming holiday shopping season or long-term retirement goals. Just remember, whatever your needs are, HEWFCU is here for you. Let's make the conclusion of 2011 a great one!



## Lower Your Mortgage Rate with the HarmonyLoan™

### The Loan With a One-“Click” Rate Reset Feature

Homeownership is part of the American Dream. But refinancing your mortgage can be difficult. What if you could lower your interest rate without feeling like you're starting from square one?

The HarmonyLoan™ is a unique mortgage loan offered by your credit union through our mortgage partner, Credit Union Mortgage Association. The HarmonyLoan™ enables members to take advantage of lower interest rates while eliminating the hassle and cost of refinancing.

#### Take Advantage of Lower Interest Rates

With a HarmonyLoan™, you don't have to worry whether you've locked yourself into a rate that might improve if you had just held out. In fact, when interest rates fall, you have the ability to manage your own rate-reset through our state-of-the-art web technology. A simple “click” will lock in a new interest rate. In fact, you may be eligible to request a reset of your rate or the fixed-rate period of your loan every 120 days.

#### How Does the HarmonyLoan™ work?

- Members manage their own rate-reset through our state-of-the-art web technology.
- A simple “click” will lock in new terms (interest rate and fixed period of ARM).
- Members must wait six months after closing before the first opportunity to “click” (reset rate).
- After the first six months members may “click” every 120 days or greater.
- Loan must be current with NO late payments in the past 12 months.
- When “clicking” to reset downward, rate must be reduced by at least ¼%.

#### Eliminate Hassle and Cost

The HarmonyLoan™ program allows you to lower your interest rate with No Points! No Closing Costs! No Kidding! Rather than going through a costly refinance that can add thousands of dollars to your loan, we offer you the ability to simply “click” a button to lower your monthly payment with no points and no closing costs when interest rates fall.

#### Avoid Credit Risk

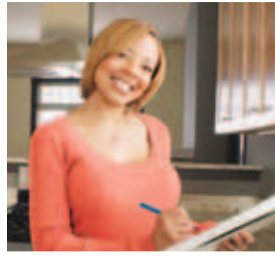
When you refinance a traditional mortgage loan, the rate is based on your current financial situation. Any changes in your situation—such as a job loss, salary decline or significant purchase—can impact your ability to qualify for a refinance. With the HarmonyLoan™, as long as you pay on time, you can lower your rate instantly.

#### Where is the HarmonyLoan™ Available?

To find out more details about the HarmonyLoan™, contact Susan Jackson at 1.800.742.5582 ext. 1863 or [sjackson@hewfcu.com](mailto:sjackson@hewfcu.com).

## Holiday Share Savings

Holiday Share account funds will be transferred to designated main share or share draft accounts on Tuesday, November 1, 2011.



## Life Stages: How to Manage Your Finances Throughout the Years

There are certain times in life when particular money management areas need special focus. The list below may remind you of areas of your finances which need special attention now or in the near future. Bear in mind that our stages are generalizations: Some people are married with children in their twenties while others do not have dependents until their 50s, if ever. Whatever your situation, it's important to plan ahead to accommodate the coming changes in your financial situation.

### 20s

This is a time when you probably finish your formal education and begin your first "real" job. Now is the time to start developing sound financial habits for a lifetime.

- Establish credit and maintain a good payment record. Do not charge more than you can pay off in three months.
- Set up an emergency savings fund, typically 3 to 6 months' living expenses. Keep this money as liquid (accessible with few, if any, penalties) as possible.
- Start learning about investing and establish an automatic savings program to reach your financial goals.
- If you can, buy a home, or start saving for the down payment.
- Make sure you are taking full advantage of the savings benefits available to you through your employer: 401(k) or 403(b), etc.
- Make sure you have adequate insurance coverage (life, home, auto, health, disability, liability).

### 30s

- If you have children, begin investing for their education.
- Continue to keep credit under control and avoid paying finance charges and annual fees.
- Write a will or review the one you have.
- Review your insurance coverages in light of changes in your family situation, increasing assets or professional activities.

### 40s

- As your income grows, look for investments and savings plans that shelter some of it from taxes.
- Use a retirement planning software program or see a financial planner to figure out exactly how much you'll need to have saved to maintain your lifestyle in retirement.
- Step up personal and employer-sponsored retirement savings accordingly.
- Review your investment allocation and make sure you are still well diversified.

### 50s

- Review your will and estate plan.
- Pay off your debts. Depending on the going rates for different types of investments, it may or may not be wise to pay off your mortgage now.
- Maximize your savings for retirement.
- Make sure your growing assets are protected by liability insurance.

### 60s

- As you near retirement, switch a portion of your investments to low-risk types to produce income rather than higher-risk growth.
- With life expectancy increasing, make sure a portion of your retirement nest egg is invested so that it continues to outpace inflation.
- Maintain your health and long-term-care insurance.
- Remain wary of scams aimed at seniors.
- Research reverse mortgages if you are a homeowner. You may need to tap the equity in your property to supplement your retirement income.

Source: BALANCE

# Contact Us

## Mailing Address

P.O. Box 25516  
Alexandria, VA 22313-5516

## Executive Office

400 N. Columbus Street  
Suite 300  
Alexandria, VA 22314  
Phone: 202.488.5400  
Toll-Free: 800.742.5582  
Fax: 703.299.3015  
Mon.-Fri.: 9:00 a.m. - 4:00 p.m.



## Main Branch

200 Independence Avenue, SW  
2nd Floor  
Washington, DC 20201  
Phone: 202.488.5400  
Toll-Free: 800.742.5582  
Fax: 202.488.5476  
Mon.-Fri.: 9:00 a.m. - 4:00 p.m.

## Silver Hill Branch

Penn Station Shopping Center  
5720 Silver Hill Road  
District Heights, MD 20747  
Phone: 202.488.5400  
Fax: 301.568.0461  
Fri.: 9:00 a.m. - 7:00 p.m.  
Sat.: 9:00 a.m. - 2:00 p.m.

## Skyline Branch

5107 Leesburg Pike  
1st Floor  
Falls Church, VA 22041  
Phone: 202.488.5400  
Fax: 703.605.8301  
Mon.-Fri.: 9:00 a.m. - 4:00 p.m.

## Philadelphia Branch

300 Spring Garden Street  
2nd Floor  
Philadelphia, PA 19123  
Toll-Free: 800.742.5582 | Ext: 7098  
Thurs.-Fri.: 9:00 a.m. to 1:00 p.m.

## Personal Access Line (PAL)

202.488.5400  
800.742.5582

## VISA® Card Service

### Phone Numbers

Customer Service: 800.654.7728

### ATM/Debit Cards

Lost or Stolen: 888.918.7824  
Activation: 866.985.2273

### Credit Cards

To Report Fraud: 888.918.7313  
Activation: 800.527.7728

## DELUXE CHECK ORDER

Toll-Free: 877.838.5287  
Online: <http://checkorder.deluxe.com>

## TTY Access

855.889.2255 (Toll Free)

**BRANCH CLOSINGS:** For all branch closings and adjusted hours, please visit [www.hewfcu.com](http://www.hewfcu.com) and click on "Branch Closings."



## Financial Planning Seminar Schedule

RSVP for our "Lunch & Learn" seminar series for valuable information on a variety of financial topics presented by Delta Payne, Certified Financial Counselor, and Roderick Day, Financial Consultant.

### Thursday, October 27th

#### TSP: How to Get the Most Out of Your Thrift Savings Plan

12:00 p.m. - 1:00 p.m.  
Main Branch  
Hubert H. Humphrey Building  
200 Independence Ave., SW 2nd Floor  
Washington, DC 20201

### Thursday, November 3rd

#### Meet and Greet

12:00 p.m. - 1:00 p.m.  
Silver Hill Branch  
5720 Silver Hill Rd.  
District Heights, MD 20746

### Thursday, November 17th

#### Meet and Greet

12:00 p.m. - 1:00 p.m.  
Skyline Branch  
5107 Leesburg Pike, Suite 100  
Skyline Tower  
One Falls Church, VA 22041

### Thursday, December 8th

#### Investing 101

12:00 p.m. - 1:00 p.m.  
Main Branch  
Hubert H. Humphrey Building  
200 Independence Ave., SW 2nd Floor  
Washington, DC 20201

### Thursday, December 22nd

#### Navigating Stormy Seas: How to Handle Volatile Markets

12:00 p.m. - 1:00 p.m.  
Main Branch  
Hubert H. Humphrey Building  
200 Independence Ave., SW 2nd Floor  
Washington, DC 20201

Seating is limited.

#### RSVP today by contacting:

Delta Payne, Certified Financial Counselor  
1.800.742.5582 ext. 1865  
[dpayne@hewfcu.com](mailto:dpayne@hewfcu.com)