



Volume 21, No. 4, Autumn 2009

# “Your Money At Work”

*A quarterly published newsletter for the members of Woodlands Credit Union.*



**International Credit Union Day**  
**October 15th, 2009**  
Celebration Details on p.3

## Woodlands CU Calendar

- **Monday, October 12th**—WCU closed in observance of Columbus Day
- **Thursday, October 15th**—International CU Day
- **Monday, October 19th**—**Saturday October 24th** Roll Your Change Week
- **Wednesday, November 11th**—WCU closed in observance of Veteran’s Day
- **Thursday, November 26th**—WCU closed in observance of Thanksgiving Day
- **Thursday, December 24th, 1pm**—WCU closes in observance of Christmas Eve
- **Friday, December 25th**—WCU closed in observance of Christmas Day
- **Thursday, December 31st, 1pm**—WCU closes in observance of New Year’s Eve
- **Friday, January 1st**—WCU closed in observance of New Year’s Day

## Pumpkins for CFF

October is the time to give \$1 for a pumpkin to benefit the Cystic Fibrosis Foundation of NH. Available at all WCU branches!

## State of the (Credit) Union Address

*“Our Future Is Bright”, says CEO*

In normal times a ‘State of the Credit Union Address’ is reserved for the Annual Meeting. But these are not normal times. When the National economy is weak, unemployment rising, once normally rock-solid auto makers are being stabilized by the government, and financial institutions across the Nation are collapsing, many members may question, ‘What about my Woodlands Credit Union?’

Your Credit Union is one of the highest capitalized credit unions in the USA. That capital base allows Woodlands Credit Union to remain safe, sound and secure during turbulent times. It also means that we can continue providing the same affordable products and services that members so desperately need, all the while working to enhance these products and develop new ones.

We continue to serve the membership during tough economic times, helping save money through more affordable loans; paying a higher yield on deposits; and providing the comfort of dealing with someone locally—with a trusted old friend.

Recent results show that Woodlands Credit Union continues to grow. Our membership is now approaching 14,000 strong. We have money available to lend for houses, autos and all types of borrowing needs. Our credit card products are reliable and a great value. Now more than ever, borrowers wish to have associations with local and stable financial institutions, and they’re choosing Woodlands Credit Union to meet those needs. More importantly, our staff is committed to serving you.

### As the Credit Union prospers, members benefit!

New products and services will be added in the coming months. Optional e-statements will allow members to view their account statements online and save your Credit Union money in processing and postage costs. E-Checks is another online service for members who wish to view and print copies of their checks. We have partnered with CUNA Mutual and Humana to offer Medicare Insurance to members beginning this fall. Further details of each of these products and services will be shared as they are ready to be introduced to the membership.

If the outlook seems dismal, look to Woodlands Credit Union. Our future together is bright.



*WCU CEO Timothy J. Collia*

*Timothy J. Collia*



**Roll Your Change Week**  
*A Community Savings Effort*

With other Berlin/Gorham financial institutions, Woodlands Credit Union will be part of a week-long effort to encourage people from the surrounding communities to roll their change and save it in an account. Whenever a new account is opened (in the Berlin or Gorham WCU) with rolled coin, or a deposit of rolled coin is made, that member will be entered into a drawing for a \$100 US Savings Bond—one to be drawn at both branches. AND—that entry will automatically enter them into a Grand Prize drawing of a \$1,000 savings bond!

A dime here, a penny there. Throw your coins into a jar. Before you know it, you can accumulate an amazing amount of money. Last year Roll Your Change week participants deposited nearly \$20,000 in change that they had laying around the house! At home, money only collects dust. As a deposit, it can grow and collect interest!

*To help our members*  
**Roll Their Change**— coin wrappers will be available at no charge. Ask for complete program details.



**Roll Your Change Week**  
**October 19th-24th**

**Encouraging Youth Savings**  
*Teach a Child to Save, They get a chance to WIN!*

To encourage children to save (& others to help them!), one of the BIG BEARS and goodies, shown to the right, will be raffled in each Woodlands Credit Union branch on Wednesday, October 28th. For each deposit (\$5 minimum) made during the month of October into a Woodlands Credit Union savings account for members 12 and younger, an entry into the drawing will be given for that child.

Not only can you help to teach a child the importance of saving, you'll also help make the process of saving FUN! Certain conditions apply. Complete details are available upon request.



**3** Drawings in **1** Month!



**There's No Better time to be a MEMBER of Woodlands CU Than In October!**

**WARNING!!!!** If you come in to Woodlands Credit Union during October, you may be filling out 3 entry blanks; for Roll Your Change Week, the Youth Savings Promotion and the International Credit Union Day Cash Giveaway. We'll have plenty of happy 'winners'. See us Today!

**International Credit Union Day**  
**GREAT CASH GIVEAWAY!**

All members who come in to any branch of Woodlands Credit Union from October 1st through the 15th, can receive an entry blank for our ICU Day Great Cash Giveaway. At 3pm on October 15th, each branch will draw one lucky member who can claim their prize of \$25...but that's not all.....

**And**

Each winner will receive a certificate for another \$25 to pass on to a friend so that they can open up a new account and begin reaping the rewards of a Woodlands Credit Union membership too.

You can get one entry per day, per branch, for this drawing—that could be as many as 52 chances at winning!

**Come visit us often to increase your chances of winning!**

## OUR FOCUS IS ON *YOU!*

### Your Money Your Choice Your Credit Union

#### Celebrate International Credit Union (ICU) Day October 15th



Worldwide, 177 million people **choose** to use a credit union, and together we celebrate that choice on the third Thursday in October, of every year. Woodlands Credit Union is extending an invitation to all its members to join in the festivities. Each branch office will share refreshments and give out special ICU Day pens—while supplies last.

**YOUR CREDIT UNION™** AND, 4 lucky winners of our ICU Day drawing will be announced at 4pm!

You've already made a conscientious **choice** to join this Credit Union for your personal financial needs, but did you know that by **choosing** Woodlands Credit Union, you've also made the **choice** for a secure future?

As financial institutions collapse across the Nation, member-owned credit unions remain strong. Credit Unions have a solid history of responsible lending and investing. As a not-for-profit financial cooperative, a credit union's first responsibility is to its members. We stayed away from risky investments and 'toxic' mortgages. We remain firm in our commitment to offer you, our member-owners, safe and sound choices of financial products—including home mortgages.

Besides **choosing** Woodlands Credit Union for your personal financial needs, the Credit Union National Association suggests taking these steps to help you further ensure the security of your financial future:

1. **Save** with better rates and lower fees. Take a look at your checking account, credit cards and loans. If they aren't provided by Woodlands Credit Union, you're probably paying more than you need to be.
2. **Build** an emergency fund. Keep an amount of 3—6 months living expenses in an account with easy access. WCU has several options.
3. **Enjoy** the security and convenience of direct deposit and automatic payments. Save for your emergency fund with direct deposit or payroll deduction. Keep your loan payments timely with automatic payments. Woodlands offers both at no cost to you.

4. **Share** the benefits of credit union membership with your family. Family, friends and co-workers are always welcome at WCU.

*Come celebrate your choice for a secure future with Woodlands Credit Union. Choose to celebrate International Credit Union Day with us in Berlin, Gorham, Conway and Plymouth, New Hampshire on October 15th.*

### Need Help Making Your Medicare Decisions?



If you're eligible for Medicare, you may already know it can be confusing sorting through all the Medicare benefit options

available to you. How do you know which ones are right for you?

Thanks to your Credit Union, you can soon have expert help with your Medicare decisions. That's because your Credit Union has partnered with Humana (a company dedicated to serving credit union Medicare needs) and CUNA Mutual (a company dedicated to serving credit union member needs) to help you make the right Medicare choices for your personal situation.

**Starting October 26, 2009**—and before the Medicare Annual Election Period begins on November 15, 2009—you can get:

**A no-cost, no-obligation Medicare consultation with a licensed, knowledgeable representative.**

Medicare members can receive this no-cost service by calling CUNA Mutual toll-free at 1-877-774-8570 (TTY 1-866-205-6207). Hours: 8am—6pm Mon.-Thurs., and 8am—5pm Fri. CST. You may also receive a mailing informing you of this benefit.

HMO, PPO, PDP, and PFFS plans with a Medicare contract available to anyone entitled to Part A or enrolled in Part B of Medicare through age or disability (for MA plans, individuals must have both Part A and Part B). Enrollment period restrictions apply, call Humana for details: Toll free 1-800-457-4708 (TTY 1-877-833-4486) 8 a.m.—8 p.m., seven days a week.



730 Main Street  
Berlin, NH 03570

355 Main Street  
Gorham, NH 03581

199 White Mtn. Hwy.  
Conway, NH 03818

1-(800)-313-9630  
woodlandscu.com

341 Highland Street  
Plymouth, NH 03264

## The 'Skinny' On Your Credit Score

Everyone is talking about credit scores these days. It's mentioned in small disclosures at the bottom of ads and even sung about in popular TV commercials. But, what IS a credit score? How does it effect you? How can you improve it? These and more commonly asked questions by members will be answered in a series of informational articles. This is the 1st in the series of information articles.

**What is a CREDIT SCORE?** A credit score is a complex mathematical model that evaluates many types of information in a credit file. A credit score is used by a lender to help determine whether a person qualifies for a particular credit card, loan or service. Most credit scores estimate the risk a company incurs by lending that person money or providing them with a service — specifically, the likelihood that the person will make payments on time in the next two to three years. Generally, the higher the credit score, the less risk the person represents. Different mathematical models may be used, but a FICO score, is the most commonly used credit scoring model.

**FICO Credit Scores** range between 300 to 850. If three FICO scores are viewed on the same day, they will typically vary between 0 and 50 points and by reporting agency. The purpose of the score is to predict the likelihood of 90+ day delinquency over the next 24 months.

*Part II will appear in the next issue of "Your Money At Work".*

# Rates

As of September 1, 2009

Get current rates at [www.woodlandscu.com](http://www.woodlandscu.com), T.I.P.S., CU Lending Center or by request. Call for Mortgage & Home Equity Loans as those rates change daily.

<b>SHARES (with \$100 min. bal.)</b>	<b>APY<sup>1</sup></b>
<b>SHARE DRAFT Checking</b> <i>no minimum balance required</i>	<b>0.30%</b>
<b>IRA Savings</b>	<b>---</b>
<b>SHARE CERTIFICATES &amp; IRA Share Certificates</b>	<b>1.00%</b>

Minimum deposit of \$500. A penalty may be imposed for early withdrawal



	RATE	from APY <sup>1</sup>	to APY <sup>1</sup>
6 month	1.14%	1.15%	1.40%
12 month	1.29%	1.30%	1.55%
18 month	1.44%	1.45%	1.70%
2 year	1.59%	1.60%	1.85%
3 year	1.99%	2.01%	2.26%
4 year	2.48%	2.51%	2.76%
5 year	2.81%	2.85%	3.10%

<b>NEW &amp; USED VEHICLES *</b>	<b>APR<sup>2</sup></b>
<b>24, 36, 48 or 60 months</b>	<b>as low as 3.99%</b>
<b>72 months</b>	<b>as low as 4.99%</b>
<b>RVs and ATVs *</b>	<b>as low as 5.49%</b>
<b>Home Improvement Loan *</b>	<b>as low as 8.99%<sup>3</sup></b>
<b>Personal (Signature) Loan *</b>	<b>as low as 8.99%</b>

\*Annual Percentage Rate determined by Credit Score. Downpayment may be required.

<b>Woodlands Credit Union MasterCard®</b>	<b>APR<sup>2</sup></b>
<b>Woodlands Credit Union VISA® Platinum!</b>	<b>13.75%</b>
<b>Home Heating Loan</b>	<b>as low as 9.90%</b>
	<b>as low as 2.00%</b>

<sup>1</sup>Annual Percentage Yield <sup>2</sup>Annual Percentage Rate; maximum term available based on model year of vehicle, for full details - see/call a loan officer. <sup>3</sup>1% discount if 'green'.

Membership eligibility required. Rates are subject to change. Certain conditions may apply. Federally insured through NCUA.

Berlin, Conway & Plymouth	OFFICE & DRIVE-UP HOURS	Gorham	
<b>LOBBY</b> Mon.-Wed. 9:00am-4:30pm		<b>DRIVE-UP</b> Mon.-Thurs. 8:30am-5:00pm	<b>LOBBY</b> Mon.-Wed. 9:00am-4:30pm
<b>Thurs. &amp; Fri.</b> 9:00am-5:00pm		<b>Friday</b> 8:30am-6:00pm	<b>DRIVE-UP</b> Mon.-Wed. & Fri. 8:30am-5:00pm
<b>Saturday</b> 9:00am-Noon		<b>Saturday</b> 8:30am-Noon	<b>Thurs. &amp; Fri.</b> 9:00am-5:00pm
		<b>Thursday only</b> 8:30am-6:00pm	
		<b>Saturday</b> 9:00am-Noon	
		<b>Saturday</b> 8:30am-Noon	

## Services Provided

**LOANS:** Vehicle & RV Loans\*VISA Platinum\*MasterCard\*Personal Loans\*Student Loans  
Mortgages\*Home Equity Loans & Lines of Credit \* Home Heating Loans  
*Applications in Office, by Phone, On-line & at Some Dealerships!*

**SAVINGS:** Share Draft Checking\*Share Savings\*Share Certificates  
IRA\*S\*Payroll Deduction\*Direct Deposit\*US Savings Bonds

**& CONVENIENCE:** Overdraft Protection\* Internet Account Access\*Website  
ATM & DEBIT CARDS!\*T.I.P.S.\*ATM Co-op Network—SURCHARGE FREE!  
Travelers Checks\*Wire Transfers & Western Union Service\*Money Orders  
Email Mailing List\*FREE Notary Public Service\*