

"We're Here To Help"

# The BRIEFING

A Quarterly Newsletter

www.whcu.org

Fall 2009

## Ten Tips To Get The Best Deal On Your Vehicle

It's a buyer's market right now. You can often get an amazing deal on a new or used car, truck or SUV. Here are some tips to ensure you – and not the dealer – are the winner when you're buying a vehicle!

- 1) Research, research, research.** Visit some car-related websites such as [www.cars.com](http://www.cars.com), [www.edmunds.com](http://www.edmunds.com), and the website of the vehicle's manufacturer. Know the MSRP (manufacturer's standard retail price) before you go to the dealership. Also, check the vehicle's safety and reliability.
- 2) If you plan to trade in your current vehicle, know its value as well.** Look up your car's value at the Kelley Blue Book website at [www.kbb.com](http://www.kbb.com).
- 3) Make a list of the features that you want.**
- 4) Set a realistic price limit and don't budge from it.** Dealers may try and talk you into expensive warranties or add-on features. Unless you really want the extra features, don't let them be added to the overall price of your vehicle.
- 5) Shop at several dealerships.** Do some comparison shopping among different dealers. Check dealer's reputation at the Better Business Bureau website, [www.bbb.com](http://www.bbb.com).

- 6) Use any rebates that the manufacturer is offering.** These rebates will help to lower the overall price of your vehicle, so you save more money.
- 7) Don't be afraid to negotiate with the dealer for the best deal. Since it's a buyer's market, YOU have the advantage.** If the purchase price isn't good enough, go to another dealer.
- 8) Do not mention that you are trading in your old vehicle until the purchase price of the new vehicle has been determined, then use it in your negotiations.**
- 9) Let the dealer make the first offer, then go from there.**
- 10) Make sure to read everything in the sales contract before you sign it.** Also, be sure to get a copy before you leave the dealership.



## And Before You Buy Your Vehicle... Come To Us For Low-Cost Auto Loan Financing!

We offer:

- Loan pre-approvals to save you time and money
- Rates as low as **4.25% APR\*** on new and used auto loans
- Other rates and terms up to 72 months\*\*
- Up to 100% financing
- Online loan application, available 24/7
- Refinancing on a high-rate loan from another lender<sup>†</sup>

Apply today! Stop by, call 202-456-2900 or 888-804-WHCU (9428) toll-free, or visit us online at [www.whcu.org](http://www.whcu.org).

\*Annual Percentage Rate; subject to change. Rate quoted is with a loan term of 36 months. Rate may vary upon the individual applicant's creditworthiness. \*\*72-month term only available for auto loans of \$25,000 or more. †Offer not applicable to existing auto loans with The White House FCU.

## Go Green In Your Home Or Office!

Going green isn't just friendly to the environment. It can save you money, too!

### At The Office

- 1) Go paperless whenever possible. Many documents can be read or stored online, rather than using paper copies. Also, reuse the back side of junk faxes for notepaper.
- 2) Install recycling bins in easy-to-reach, high-traffic locations.
- 3) Make use of public transportation such as subways or buses for business trips when you can, rather than renting a car. You'll often pay less in transportation costs.
- 4) To save money on electricity, use ENERGY STAR® light bulbs and fixtures, and turn off computers after use.

### At Home

- 1) Start using compact fluorescent bulbs around your home. These bulbs use 75% less energy, last longer than other bulbs and decrease your electric bill.
- 2) Run your washer, dryer and dishwasher with full loads to conserve water and electricity.
- 3) Install a shower head with a low-flow system.
- 4) Get an energy audit done on your home to determine areas where savings could be implemented.

Sources: [www.sierraclub.org](http://www.sierraclub.org) and [www.ehow.com](http://www.ehow.com).



You can get tax breaks for energy-efficient home improvements! Visit [www.energystar.gov](http://www.energystar.gov) for details.

## Go Even Greener With Our Online Services!

CU At Home Online Banking  
Online Bill Pay  
eStatements



These services are FREE, eco-friendly, secure and available around the clock. Visit us online at [www.whcu.org](http://www.whcu.org) for details.

\*CU At Home Online Banking sign-up is required in order to use Online Bill Pay and eStatements.

This May, Congress and President Obama approved a new Act that has a wide impact on the credit card industry. This Act, called The Credit Card Accountability, Responsibility and Disclosure Act of 2009 or The Credit CARD Act, was in response to complaints by consumers about their unfair treatment by credit card issuers. Consumers were subjected to excessive fees and extra interest charges even for balances that were paid on time (known as "double-cycle billing"). In addition, card rates could be increased with very little warning and could also be increased if the card's owner made late payments to other lenders (a practice called "universal default").

**The White House FCU has never participated in these unfair practices, and we will not do so in the future, since it is against our members' best interests.** However, regulations in the new Act will affect our Credit Cards and other open-end loans such as Auto Loans, Motorcycle Loans, Signature Loans, Secured Loans and Lines of Credit. Some of these regulations have already gone into effect, while others will begin next year.

**As of August 20, 2009:**

- Loan payment due dates will change. You will now have more time to pay your loans.
- If there are major changes affecting your credit card account, you will be notified in writing at least 45 days in advance.
- If your interest rate is increased due to late payments (60 days late or more), your rate can be returned to your original rate if you make your payments on time for six consecutive months.

**As of February 22, 2010:**

- Card rates cannot be raised unless a promotional rate ends, the Prime Rate used to determine the variable rate on the card increases (such as the Credit Union's VISA® Gold Card), or the card's owner makes a payment that is 60 days late or more. Rates cannot be increased on new credit cards during the first year the credit card account is open (unless payments are late).
- Double-cycle billing and universal default will be eliminated.
- Credit card disclosures will use clearer language and will be easier to understand.
- If you go over your credit limit, you will receive a warning in advance and will have the option to avoid the over-limit fee by canceling the transaction.
- If you have several credit cards, payments over the minimum amount will first be applied to the credit cards with the highest interest rates.
- Credit cards will not be issued to members under 21 unless they can provide a source of income or have an adult as co-signer.

**As of August 22, 2010:**

- Gift cards will be usable for at least five years. There will be no inactivity fee, unless the card hasn't been used for at least 12 months.

At The White House FCU, we are here to help you. If the current economy is causing you financial stress, please remember that we can find ways to assist you and visit us at either office.

Sincerely yours,

*Tina P. Blackwell*

Tina P. Blackwell  
Chief Executive Officer

## Cost-Effective Ways To Improve Your Home

Want to enhance the value of your home? There are many ways to do it:

- Creating a walk-in closet or other storage area
- Renovating a kitchen or bathroom
- Adding a patio or deck
- Refinishing wood and tile floors
- Converting attic space to an extra bedroom
- Finishing a basement
- Installing low-maintenance fiber cement siding
- Replacing fixtures and repainting walls or ceilings

Some of these enhancement are inexpensive, while others may require more cash. And remember: The White House FCU has low-cost Home Equity Loans and Home Equity Lines of Credit to help you! These loans can be used for home improvements, tuition, debt consolidation or anything else, and have low rates, tax-deductible monthly interest payments\* and no closing costs.\*\* For current rates and other information, stop by, call 202-456-2900 or 888-804-WHCU (9428) toll-free, or visit us online at [www.whcu.org](http://www.whcu.org).

\*Consult your tax advisor for details. \*\*Loan must remain open for 36 months or member will be responsible for closing costs.



## Paying For College In Tough Economic Times

In this economy, many parents are finding that paying for their child's college education requires a considerable amount of budget crunching. But there are some ways to get the funds your child will need for higher education without causing too much of a strain to the household budget.

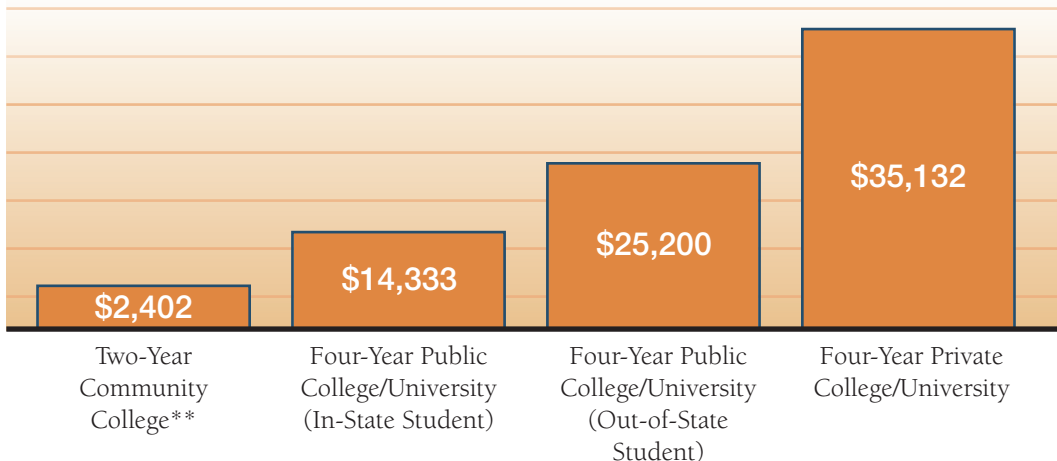


- **Get an early start on saving.** You'll be better prepared if you start a college fund as early as possible.
- **Check into scholarships and other financial aid programs.** Financial aid from state governments, the federal government and the military can also help to defer college costs.
- **Consider having your child attend an in-state college, rather than an out-of-state college.** In-state college costs are often much less expensive than an out-of-state college.
- **Have your child take some courses at a less-expensive community college, then transfer to the college of his or her choice.** However, be sure to check that all of your student's credits will be transferable to the new college.

The White House FCU also offers several loans to provide help with paying tuition, such as Home Equity Loans, Home Equity Lines of Credit and Signature Loans. For more information, stop by, call 202-456-2900 or 888-804-WHCU (9428) toll-free, or visit us online at [www.whcu.org](http://www.whcu.org).

### Average Total Charges For Colleges/Universities, 2008-2009

(Includes tuition, fees, room and board\*)



\*Source: College Board, "Trends In College Pricing, 2008. Visit [www.collegeboard.org](http://www.collegeboard.org) for more details.  
\*\*Total charges quoted for two-year community college do not include room and board.

## Get On Our Mailing List – Send Us Your E-Mail Address!

Get advance notice of special offers and more! Just send us an e-mail at [admin@whcu.org](mailto:admin@whcu.org) and include your name. (Do NOT include your member number or account number in the e-mail.)



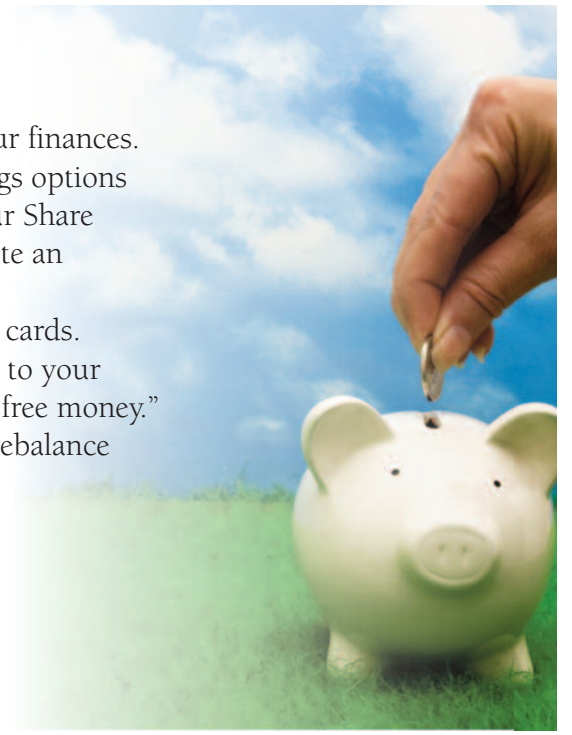
# Ten Things You Should Do Before Investing

Investing can reap rich rewards – if it's done carefully and properly. Here are some important tips that can guide you toward your financial goals:

- 1) Review your financial situation. Write up a plan that spells out your financial goals, both short-term and long-term.
- 2) Determine your risk tolerance. Figure out if you want high-risk, medium-risk or low-risk investments.
- 3) Research a company carefully before you invest.
- 4) Use a mix of investments to protect yourself against losses.
- 5) Don't over-invest in an individual stock.
- 6) Avoid financial frauds. Before investing, check out the company thoroughly through reputable sources and ask lots of questions.

- 7) Keep an emergency fund to cushion your finances. Ask The White House FCU about savings options such as Money Market Accounts and our Share Accounts, which are useful ways to create an emergency fund.
- 8) Pay off high-rate loans, especially credit cards.
- 9) If your employer matches contributions to your retirement plan, take advantage of this “free money.”
- 10) Examine your portfolio regularly, and rebalance it as needed.

Source: [www.sec.gov](http://www.sec.gov)



## Brush Up Your Financial Skills With These Online Sources

If you'd like some help putting together a budget, constructing a plan to save more money or improving your financial literacy, there are many resources available on the Internet. Here are some of the top financial websites online:

**www.bankrate.com** – Bankrate covers current financial issues and provides a wealth of consumer information on a variety of savings and loan products. Be sure to visit the “Basics” section, a series of 11 personal finance topics written by Bankrate’s experts and designed to help you become a more educated consumer.

**www.kiplinger.com** – Kiplinger provides personal financial advice for both consumers and business owners. It features both a “Basics” section and a “Guides & Centers” section with advice on topics ranging from raising money-smart children to your retirement. Also included are informational slide shows, videos and podcasts.

**moneycentral.msn.com** – This MSN website has an Education Center, financial planning advice and financial articles collected from other news sources.

**money.cnn.com** – CNN’s website supplies information on a range of personal and business topics, including personal finance and retirement. “The Help Desk” (see the link under “Personal Finance” provides links to informational articles.

**www.wesabe.com** – Wesabe has specialized online budgeting software designed to help you monitor your spending. In addition, it has a social networking feature, so that its members can share financial tips with one another. *(Note: Registration for this website is required.)*

**www.mint.com** – Mint is a money management website designed to help users save money by tracking their spending and determining where budget leaks are occurring. *(Note: Registration for this website is required.)*

**www.moneyinstructor.com** – Money Instructor’s website is ideal for parents who want to encourage children and young adults to develop good money management skills. *(Note: Registration for this website is required.)*

**www.mymoney.gov** – This website is a federal government website devoted to improving financial literacy among all Americans. It contains various educational resources as well as financial calculators.

**www.360financialliteracy.org** – This website provides information designed to help you make sound financial decisions at each stage of your life.

## Try Your Luck With Our Sudoku Puzzle!

Sudoku is a number placement puzzle where the numbers one through nine appear only once in each box of nine squares. To solve the puzzle, you must write numbers into the blank spaces so that each row, each column and each box of nine squares contains the numbers one through nine. Good luck!

5					7		8	1
		7					3	4
	9	8		4				
						1	5	
9		1	4	8	5	3		6
	5	3						
				1		5	9	
2	8					6		
3	1		6					7

### Answer To Summer 2009 Sudoku Puzzle

1	4	8	9	5	7	2	3	6
9	7	2	1	6	3	5	4	8
5	3	6	2	8	4	1	7	9
4	6	1	7	9	5	8	2	3
2	9	3	8	4	1	7	6	5
7	8	5	3	2	6	9	1	4
6	5	7	4	1	9	3	8	2
8	1	9	6	3	2	4	5	7
3	2	4	5	7	8	6	9	1

## Stop Paying Surcharge Fees At ATMs!

There's no need to pay a surcharge fee for your cash when you use a CO-OP Network or CU 24/CU HERE ATM! These ATMs are available from coast to coast. Visit us online at [www.whcu.org](http://www.whcu.org) for locations or look for these logos:



# The BRIEFING

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### HOLIDAY CLOSINGS

Columbus Day October 12	Christmas December 25
Veterans Day November 11	New Year's January 1, 2010
Thanksgiving Day November 26 & 27	

### MISSION STATEMENT

The White House Federal Credit Union is a quality-driven financial institution focused on providing competitive products and service excellence.



4121 Wilson Blvd., Suite 100  
Arlington, VA 22203

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MERRIFIELD, VA  
PERMIT NO. 6418

## RATE REPORT

Rates as of September 1, 2009. Rates and promotions are subject to change without notice.

SAVINGS	Rate	APY*
Young Savers Account	0.50%	0.50%
Regular Share Account	0.50%	0.50%
Special Share Account	0.50%	0.50%
Traditional, Roth & SEP IRAs	2.50%	2.53%
Money Market Acct. (\$2,500 Minimum Balance)		
\$2,500 - \$24,999.99	0.75%	0.75%
\$25,000 - \$49,999.99	1.00%	1.00%
\$50,000 - \$99,999.99	1.25%	1.26%
\$100,000+	1.50%	1.51%
Share Certificate†		
6 Months	1.50%	1.51%
12 Months	2.00%	2.02%
24 Months	2.25%	2.27%
36 Months	2.50%	2.53%
48 Months	2.75%	2.79%
IRA Certificates†		
12 Months	2.00%	2.02%
24 Months	2.25%	2.27%
36 Months	2.50%	2.53%
48 Months	2.75%	2.79%

†Rates subject to change. For current rates, call 202-456-2900 or 1-888-804-WHCU (9428) toll-free.  
\*Annual Percentage Yield.

FIXED-RATE LOANS	APR <sup>a</sup>	PFI Relationship <sup>***</sup>
Certificate Secured	2% above the certificate rate	
New Car Loans	As Low As	
Up to 3 years	4.25%	4.25% APR
Up to 4 years	4.50%	4.50% APR
Up to 5 years	5.00%	5.00% APR

(Up to 6 years available if \$25,000 or over)

Used Car Loans	As Low As	
Up to 3 years	4.25%	4.25% APR
Up to 4 years	4.50%	4.50% APR
Up to 5 years	5.00%	5.00% APR
Motorcycle Loan		
Up to 5 years	6.73%	6.48% APR
Fixed-Rate Home Equity Loan (Up to 90% of the Equity)		
5 Years	5.99%	5.74% APR
10 Years	6.99%	6.74% APR
15 Years	7.99%	7.74% APR
Signature Loans		
Up to 5 Years	8.00%	8.00% APR
VISA Classic	12.99%	
<b>VARIABLE-RATE LOANS</b>	<b>APR<sup>a</sup></b>	<b>PFI Relationship<sup>***</sup></b>
Leisure Time Vehicles		
Up to 5 Years	4.73%	4.48% APR
Up to 10 Years (If over \$25,000)	5.73%	5.48% APR
Lines of Credit	8.23%	7.98% APR
Share Secured Loans		
Up to 10 Years	2.50%	N/A
VISA Gold	6.50%	N/A
Home Equity Line of Credit (Prime + 0)	4.00%	

<sup>a</sup>Annual Percentage Rate. Rates are quoted "as low as" and are subject to credit approval. <sup>\*\*\*</sup>Primary Financial Institution Relationship. Members having a checking account and Direct Deposit at The White House FCU may be eligible for reduced rates on selected loans.

## Wherever You Are, A Shared Branch Is Never Too Far Away!

Whether you're close by or out of town, it's easy to find a CU Service Center shared branch when you need one. You can do your banking in person at any of over 3,800 shared branches nationwide, and perform a variety of transactions:

**Our Ballston Office is also a shared branch!**

- Cash payroll, Social Security or other checks
- Get your account balance
- Obtain a cash advance
- Make deposits, loan payments or withdrawals\*
- Buy official checks, traveler's checks and money orders
- And more!\*\*

Some branches offer extended evening and Saturday hours, too! For operating hours and locations, visit us online at [www.whcu.org](http://www.whcu.org).

\*Some cash limits may apply to withdrawals.

\*\*Some fees may apply for certain transactions.

### BOARD OF DIRECTORS

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### Problem With Your Account? Write to:

Supervisory Committee  
P.O. Box 27160  
Washington, DC 20038-7160



4121 Wilson Blvd., Suite 100  
Arlington, VA 22203

### OFFICE LOCATIONS & HOURS

**Main Office**  
1724 F Street, NW  
Washington, DC 20006  
Main: 202-456-2900  
Toll-Free: 1-888-804-WHCU (9428)  
FAX: 202-456-2413  
Hours: M-F 8:30 a.m. – 4:00 p.m.

**Ballston Office**  
4121 Wilson Blvd., Suite 100  
Arlington, VA 22203  
Hours: M-F 8:30 a.m. – 4:00 p.m.

Note: Both offices open at 9:30 a.m. on the first and third Wed. of each month. Closed weekends and federal holidays

**Mortgage Department**  
800-213-7119

**Address ALL Correspondence to:**  
The White House FCU  
4121 Wilson Blvd., Suite 100  
Arlington, VA 22203

**E-mail Member Services:**  
[admin@whcu.org](mailto:admin@whcu.org)

**24-hour Audio Teller:**  
202-456-2900 [press 1 or call  
1-888-804-WHCU (9428) toll-free]

**Routing and Transit Number:**  
254075551

