



FACT:

The average mark-up
on a used car
is \$1,500 - \$3,000.

(Source: cbcnews)

*“During the last few days of the month
the sales manager and the salespeople
are all very motivated to put together
as many deals as they can...”*

We dare you to compare!*

New and used car rates

| | |
|-------------------------|--------------|
| The Credit Union | 5.75% |
| TD Canada Trust | 8.00% |
| Royal Bank | 8.45% |
| National Bank | 10.00% |

* Posted rates as of August 17 2006.
60 month term. For qualified members.
Variable rate. Subject to change.

Is now the the best time to buy a car?

Many experts say August to October is the perfect time to find a great deal on a car because it's the time of year when dealerships try to sell off their current inventory to make way for next year's cars. As the new models start to arrive, the leftovers lose their luster, as well as their high price, so you can benefit from some big discounts plus still take advantage of incentives like cash rebates.

A "timing" trick you can use to your advantage when buying a new vehicle. Buy at the end of the month. Car salespeople are very "quota conscious". During the last few days of the month the sales manager and the salespeople are all very motivated to put together as many deals as they can, so they can make their quota and bonus.

Some experts advise that the very best time to buy a new or used car or truck is on a Monday night, if it happens to fall at the very end of the month. It's the dealership's last chance to make their monthly quota of "sold" cars and improve their bonus.

There is one caution you should be aware of when purchasing prior model year vehicles. If you plan to only keep the vehicle for a shorter period of time (i.e. 3 or 4 years), you'll be trading or selling a vehicle that is a year older which could be worth thousands less. Buying prior year models probably works best if you plan to keep the vehicle for a long time.

Best way to finance your next vehicle. When it comes to financing your new vehicle, be aware that the financing offered through the manufacturer or the dealership is probably *not* the best deal you can get. They're still trying to make a profit from you, not provide you with a convenient service.

That's where The Credit Union comes in. Be sure to call us first for a pre-approved car loan, so you'll have all the numbers in your back pocket to make a comparison. Not only will it help you drive a better deal, we could save you hundreds, even thousands, of dollars! The Credit Union offers just about the lowest car loan rate around and we'll walk you through the numbers to show you why you should steer here!

This fall, give us a quick call before you go car shopping.

We're ready to put you in the driver's seat!

Back-to-school basics

A quick study in cash flow

With a growing family, back to school can mean big expenses every year. A recent study indicated the average back-to-school spending on things like books and clothes for two children was nearly \$1,200. And, of course, college and university students with tuition expenses, have even higher costs. Are you prepared?

The Credit Union can help you avoid a Fall season cash crunch with a line of credit or back-to-school loan. Talk to us or apply online today!

Build your winter nest egg now

Think it's too early to start thinking about a Christmas break vacation? Think again. Why not take the pressure off and start a vacation savings plan now to pay for your future fun in the sun?

Or, if you have to book now and don't have the cash to pay, a Vacation Loan from The Credit Union will help you avoid those excess credit card rates.

Do it today and dream away!

CU Tip

Don't go changing

Did you know your credit card company tracks your buying behaviours and uses that information to help protect against unauthorized use or identity theft?

Any sudden change in buying patterns – i.e. unusually big purchases or usage overseas – could mean your limits are frozen to prevent possible fraud.

To avoid having your card limit put “on hold”, card companies recommend you contact them and let them know about changes in your patterns (for example, if you're going to the United States for the long weekend).

GO Figure

Why You Need An RESP

It's the start of a new school year – a good time to review if you're saving enough for your children's post-secondary education. Whether they are in kindergarten or going into Grade 12, you can use **GO Figure's Education Calculator** to see how the numbers add up and set goals. Knowing where you stand now might motivate you to tuck away more as soon as possible. Remember, the RESP contribution deadline is December 31st!

GO Figure, is a free online Financial Planning Resource Centre available to all of our members through our website. Visit www.mycreditunion.ca, go to “planning tools”, and click on **GO Figure**. Try it today!

Telpay when they go off to university

Cash transfers made easy

It's one of the easiest ways to transfer money from your bank account to any other bank account in Canada. For just 75 cents a transaction you can put cash in your child's account while they are away at university.

No need for envelopes, stamps or a hassle with the mail, only peace of mind knowing that funds are available immediately for your child where and when they need it.

Contact Member Assistance at 1-888-516-6664 or your branch today to arrange for a Telpay application.

We asked questions, we got answers

Member survey update

Over the past few months The Credit Union commissioned an independent research company to find out more about what our members want and how we can be doing more for you. While we enjoy an **over 90% satisfaction rate**, we are going to be working even harder in the months ahead to increase the number of members who are “very satisfied” with the products and services we have to offer.

You'll notice that your staff at The Credit Union will be asking more questions and learning more about you, because our goal is to work more collaboratively with you to provide you with all the financial solutions you need.

Look for more results from the survey and exciting changes as we move ahead!

Tips from The Personal

Water damage? Act fast.

Heavy rains or burst pipes?

Here's what you should do in the event you have water damage in your home:

- Take immediate action to avoid the appearance and spread of mould, which can lead to health problems if it is not eliminated.
- If possible, shut off the water (i.e. plumbing leaks)
- Cut the power to the affected rooms
- Blot and mop up as much water as you can (do not use an electric appliance in a room that has water on the floor)
- Wipe down wet surfaces
- Dry out any cloth items, drapes, carpets or books
- Put valuable items or anything that was not damaged in a safe place
- In most cases, professional cleaners should be called in to dry out the rooms and their contents, dehumidify the affected areas and make sure there is no trace of mould.

If you have The Personal home insurance coverage you can reach us 24/7, call us as soon as possible at 1-888-785-5502 and we'll get you the help you need immediately.

**The
Credit Union**

For All Government Employees

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