



MY FINANCIAL FLEXIBILITY

**NEW CAR
LOAN RATE 3.99%***



* Rate subject to change without notice.

“Before seeing our new car loan rate of 3.99% a member had taken a car loan from a major bank at 9%. Our member did not understand why her bank wouldn’t give her the low rate we were offering, even though she had been a loyal customer for over 20 years. Quite frankly, neither did we. So we explained The Credit Union recognizes and rewards members for their loyalty and customers and members are not the same. Since the member just purchased the brand new car, we were able to transfer her loan to us. Not only did The Credit Union save her just over 5% in interest, we improved her monthly cash flow with lower payments. Money that would have gone to interest instead!”

— As told by a Personal Account Manager

With your group you have privileges



FOR YOUR HOME AND AUTO, ENJOY THE BENEFITS OF PREFERRED RATES AND EXCEPTIONAL SERVICE

Thanks to The Personal and Ontario Civil Service Credit Union Ltd., you have access to home and auto group insurance. Why not take advantage of it?

Get a quote:

1-888-476-8737

thepersonal.com/mycreditunion



We C.U.™



Certain conditions apply. Auto insurance is not available in Manitoba, Saskatchewan or British Columbia due to government-run plans.

“I want to buy a new car, but ... how do I save the most money?”

It’s that time of year again when next years’ models roll in to dealerships and thoughts of shiny new paint and the new car smell start. It’s also the best time to get deals on 2009 cars as dealers try to move them off the lot to make way for 2010 models. Even with rebates, incentives and low rates you can do more to protect your financial flexibility.

The Homework

Making sure you protect your financial flexibility means paying as little interest on your car loan as possible, while at the same time paying the loan off as quickly as possible. Before you hit the car lot there are a few things you need to do. First, know your credit score. No one, not a lender or a car salesman, should know your credit score better than yourself. Having a low credit score means you could pay a higher interest rate (known as an APR), and a higher loan payment over a longer term. It all amounts to the same thing – paying more for the car and decreasing your financial flexibility. Which brings us to the second step; take the ‘financial flexibility’ test to get an idea of how well you can handle additional debt. To take the test go to mycreditunion.ca and click on **C.U. GET FINANCIALLY FIT**. Third, hit the internet and get the latest information on rebates and incentives. While there, look at online dealers to get new car quotes.

Financing

You have done your homework and are ready to start test driving. You have seen the ads about 1.9% APR financing – but is that what you can expect when you get there? Sadly, no. The tiny print flashing by you on the screen or in the newspaper talks about “on approved credit” (OAC) and only buyers with perfect credit qualify for that rate. To be safe, talk to your C.U. financial advocate first, find out what rate you qualify for and how much you can afford to borrow. Let’s C.U. before the dealer does, so when you get the financing sales pitch you know which deal is best for you. Should you go for dealer financing, never let them add the amount of a current car loan or lease to the new loan. You may have had only 10 months left on your old loan, but now the outstanding balance is spread over the lifetime of the new loan so you will be paying more interest.

Your Old Car

Typically, you can get more for your old car selling it yourself then trading it in. If you do not mind the work of selling your car privately you can save a significant amount of money, which can be used as a down payment on your new car. Be honest about the value of your old car whether you sell it yourself or trade it in.

The Negotiation

While there is no shortage of car salesman jokes, remember to treat your car salesman with respect. Not all salesmen are out to get you, but they are trying to make the most profit they can on the deal. You are trying to get the lowest possible price. Negotiating, hopefully, will result in the best possible deal for both parties. Enter into the negotiation with a solid understanding of your goals, your acceptable price range and your financing status. Negotiate to pay lower than the “MSRP” (manufacturers suggested retail price), and pay as little as possible for expensive add-ons like extended warranties, rust proofing and sealant. Watch out for fees for vehicle preparation, advertising and administration. And make sure you contact The Personal for your insurance needs.

Convenience or saving fees? You can have both!

It is not often that you can get your cake and eat it to.
But with C.U. chequing packages that is exactly what you get.

Fees for Service

It is just a fact of life – financial institutions charge fees for using their services. Sometimes it can even look like a financial institution is not charging for the service, but the money is coming from somewhere. With financial institutions there is no free lunch. When you are choosing your primary financial institution the top two reasons most often selected are convenience and fees. Typically, the more convenient, the higher the fees, because it costs financial institutions a lot of money to have multiple branches, extended hours and ATMs on every corner. Part of the expense of this convenience is offset by higher fees, higher loan rates or lower deposit rates. To make the best choice you need to find a balance between convenience and fees.

We know for some members The Credit Union has not always been the most convenient, nor did we have competitive pricing on our convenience services such as debit card transactions, non-Credit Union ATM withdrawals and deposits or other automated transactions. For these members in the past, the majority of your day-to-day transactions were with other financial institutions and we understood why. So we changed. The first step was to rebate fees when our ATMs were down and you were required to pay additional fees to access your cash. The second step was to join THE EXCHANGE® Network which has given our members' access to hundreds of ATMs throughout the GTA and Ontario. All you need to do is look for THE



EXCHANGE® Network logo and know that your C.U. debit card will be honored there.

So all of a sudden we were more convenient, but our pricing was still not up to par. Convenience transactions were still being charged separately. To get a better balance between convenience and fees, and to ultimately make it better for our members, we introduced new chequing packages. Now, rather than being charged separately for debit card purchases and withdrawals made at THE EXCHANGE® Network ATMs these transactions are part of the new chequing

Up to 10	20 to Go	Take 35	“Unlimited” Power
0 – 10 eligible transactions [†]	0 – 20 eligible transactions [†]	0 – 35 eligible transactions [†]	Unlimited eligible transactions [†]
\$2.95 monthly fee \$3.95 without direct deposit	\$3.95 monthly fee \$4.95 without direct deposit	\$4.95 monthly fee \$5.95 without direct deposit	\$11.95 monthly fee \$13.95 without direct deposit
NO MONTHLY FEE with \$1,500 min. monthly balance (\$2,000 without direct deposit)	NO MONTHLY FEE with \$2,000 min. monthly balance (\$2,500 without direct deposit)	NO MONTHLY FEE with \$2,500 min. monthly balance (\$3,000 without direct deposit)	NO MONTHLY FEE with \$3,000 min. monthly balance (\$3,500 without direct deposit)
45¢ per transaction after the package limit is exceeded	45¢ per transaction after the package limit is exceeded	45¢ per transaction after the package limit is exceeded	N/A

[†] Eligible transactions: pre-authorized payments, withdrawals, cheques, standard bill payments, C.U. and THE EXCHANGE® Network ATM withdrawals and debit card purchases

Note: All non-eligible transactions will be charged at the current posted rate. Please see the service fee chart online and in branch. Non-eligible transactions include Interac ATM withdrawals.

package activity levels. THE EXCHANGE® Network ATMs are now truly Credit Union ATMs for your everyday transactions.

Convenience Fees

With a chequing package you can be sure whenever you use THE EXCHANGE® Network in Canada you will not pay a transaction fee. However, if you choose to stay in our older chequing products you will still pay a fee each time you withdraw money from an EXCHANGE® ATM or use your debit card to make purchases. No matter what chequing product, if you choose to use an Interac ATM you will not only pay a C.U. fee of \$1.25, you will also pay a convenience or surcharge fee to the financial institution whose ATM you are using. These additional fees range from \$1.25 to \$2.50. When you add The Credit Union fee plus the surcharge your withdrawal will cost \$2.50 or more.

If you have not taken the time to check out the closest EXCHANGE® Network ATM near your home or office it is pretty easy. Go to our website at mycreditunion.ca and click on THE EXCHANGE® logo. From there you can enter in your postal code at home and at work to see the locations closest to you. You can see first hand how convenient The Credit Union is by joining forces with THE EXCHANGE® Network.

Go to mycreditunion.ca for:

- Time to renegotiate your personal loan?
- The Personal: Travel Insurance Tips

At The Credit Union we C.U.™ so we keep working on ways to make us your best possible financial choice. We are proud that with our packages and enhanced ATM network a better balance has been struck for our members.

NEW LOW RATES



Mortgage Rates:

- 1-Year closed **2.99%***
- 3-Year closed **3.75%***

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