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Solutions

Andrews Federal Credit Union / QUARTERLY NEWSLETTER / JULY 2008



Online Sweepstakes Enter to win one of 60 hot prizes!

Here's your chance to win a trip to the US Virgin islands, flat screen TV, DVD players, portable music players, gift cards, and more in our new "Summer of Fun" online sweepstakes.

Complete ANY one of the following online at www.andrewsfcu.org and be automatically entered for a chance to win one of 60 prizes.

- /// Open an auto loan of \$10,000 or more
- /// Open a personal loan of \$8,500 or more
- /// Open a Visa® credit card and complete 14 transactions.
- /// Open a checking account with \$100 or Direct Deposit and complete 7 transactions using our Online Bill Pay

- /// Open a checking account with \$100 or Direct Deposit and complete 18 transactions using our Visa® Check Card.

You can apply for loans and even open accounts online, and much more! That means that you can conduct virtually all of your Andrews Federal financial business online, quickly and conveniently, from anywhere in the world, 24/7.

It's that simple! So get started right away because this special promotion ends October 31st. Go to www.andrewsfcu.org and open an account to enter today!

No purchase necessary. Sweepstakes ends October 31, 2008. Transactions and loans must be funded by October 31, 2008 to qualify. Open to legal residents of the 50 United States or the District of Columbia, who are 18 years of age or older at the time of entry. Void in Puerto Rico, and where ever else restricted or prohibited by law. Subject to full official rules available at www.andrewsfcu.org/onlinesweep. Prizes awarded 6-8 weeks after 11/30/08 or when all winners are determined and verified. Loan subject to credit approval. Actual amount based on terms and credit history.



Prizes include

Grand Prize:

US Virgin Islands All-Inclusive Trip

First Place Prizes:

26" Flat Panel Television

Second Place Prizes:

DVD Players

Third Place Prizes:

iPod® Shuffle portable music players

Fourth Place Prizes:

Visa® Gift Cards

Where will the summer take you?

Choose Andrews Federal to get there

Maybe it's a scenic road trip in a large motor home to explore America's favorite destinations. Or a flight to the Caribbean to relax in the tropics. How does a trip to some of the historic spots in Europe sound?

Whatever your travel plans are this summer, our Vacation Loan, with rates as low as 7.49% APR,* can help you get there. Sure... you can take money out of savings, but then it's gone along with your promise to put the money back because you may

have to pay other bills that pop up. With our flexible terms and low rates, you could have your vacation loan repaid by the time next summer arrives.

Summer is here. Get going! Visit www.andrewsfcu.org to get started.



* APR = Annual Percentage Rate. Rates as low as 7.49% with terms up to 60 months. Minimum loan amount is \$1,000. Actual rate will be based on loan amount, terms, and credit history. Promotions and rates are subject to change at any time.

Enter for a chance to win free groceries! Visa® 365



With the increased cost of gas, groceries and other items, imagine being able to fill your grocery cart for free—for an entire year!

Enter into Visa's 365 instant win promotion and you can have the chance to win \$10,000 toward free groceries for an entire year, along with thousands of other great prizes, including \$25 Visa Gift Cards, \$5 Starbucks® Gift Cards and free gas.

Just get an Andrews Federal Visa credit card and you'll receive an "Instant Win" game card. Simply scratch off the card for your chance to win a number of fabulous prizes.

Our Visa offers you purchasing power, maximum security, worldwide convenience, and now, thousands of chances to win by applying for an Andrews Federal credit card. With no fees on balance transfers and rates as low as **9.00% APR***, it's the perfect time to apply.

Visit us online or stop by a branch to apply today.

* APR = Annual Percentage Rate based on member credit rating. Certain restrictions apply. Contact us for details. **NO PURCHASE OR OBLIGATION NECESSARY TO ENTER OR WIN.** Abbreviated Rules. Game subject to the Official Rules. For complete details on prizes, values and odds of winning, and to find out how to receive a free Game card, see Official Rules at www.visa365promo.com or at one of our branch locations. Game will take place at participating Issuers between 05/01/08 and 08/31/08. The Game is open to all legal residents of the United States and D.C. who are 18 years of age or older at time of entry. Starbucks, the Starbucks logo and the Starbucks Card design are either trademarks or registered trademarks of Starbucks U.S. Brands, LLC. Starbucks is not a participating partner in or sponsor of this offer. Chevron Corporation is not a sponsor or co-sponsor of this promotion. Certain restrictions apply. Contact us for details.

Member Education seminar webcasts now available

Our online Education Center is loaded with financial articles, calculators, and links to help you achieve financial success.

But did you know that you can now access our "Money Matters" webcasts that make it even easier to get that valuable information?

Webcasts include the following 5 minute videos:

- **College Financing 101.** Find out all about financing a college degree, including various savings plans you can establish, long before the bill comes due.
- **Gain control of your money.** Discover proven techniques to help you manage your money more effectively.
- **Teach Kids About Money.** Learn about valuable tools to help your kids become financially successful adults.
- **Understanding Credit.** Find out how credit works, how to avoid trouble, how to use credit to your advantage, and how to understand your credit report.

Go to www.andrewsfcu.org/seminars or contact us to find out more information.

Family and friends can enjoy the benefits of membership, too!



Ask any member why they joined Andrews Federal and the answer is certain to be, “I get better loan rates, and earn more on my savings.”

Of course, you already know that. But what about your family, friends, and co-workers? Do they know about all the benefits of membership? Whether you’re borrowing or saving, Andrews Federal offers competitive rates when matched to other financial institutions as highlighted below:

Loan products	Andrews Federal APR as low as	National Bank Average ³
Visa® Credit Card ¹	9.00% variable	13.48% APR
48-Month New Car Loan ²	4.99% fixed	6.79% APR
48-Month Used Car Loan ²	4.99% fixed	7.41% APR
36-Month Personal Loan ²	7.49% fixed	12.52% APR

Savings products	Andrews Federal APY ⁴	National Bank Average ³
Regular Savings	1.00% APY	0.51% APY
12-Month Share Certificate	3.20% APY	2.40% APY

Your family, work colleagues, even some friends, can join Andrews Federal and enjoy the many rewards of membership because you’re already a member. But you have to tell them about it first.

Pass the benefit of membership along. Direct them to www.andrewsfcu.org, where they’ll find it easy to join and get plenty of information while they apply online.

¹ The variable rate margin is as low as prime rate plus 2.5%, depending on qualifications. The minimum rate is 6.5% and the maximum is 18%. Rates adjusted quarterly.

² Rates as of 7/1/08. Auto Loan example: A fixed rate loan of \$20,000 for 66 months at 4.99% APR would have a payment of \$347/month. Personal Loan example: A fixed rate loan of \$5000 for 36 months at 7.49% would have a payment of \$156/month. Terms and rate may vary depending on loan amount and member qualifications.

³ All data current as of 06/10/2008. Based on 18036 institutions. Note: Average rates are listed; individual rates will vary. Rate information is based on research by Datatrac and posted at www.cuna.org.

⁴ Annual Percentage Yield (APY) rates effective 7/1/08 and subject to change to change without notice. Contact us for details.

Enroll for Online Bill Pay and enter to win \$10,000*

You still have until July 31st to be automatically entered into our “Beat the Heat” sweepstakes for a chance to enter and win one of the following:

Grand Prize: \$10,000

First Prize: \$1,000

Second Prize: iPod® Nano

Third Prize: \$100.

It’s easy to enter. Just pay three bills using our **FREE** Online Bill Pay. Then, every time you pay a bill (up to 30 bills), you’ll receive one automatic entry for a chance to win. The more times you use Online Bill Pay, the more chances you have of winning.

Online Bill Pay is fast, easy, and, best of all, convenient because you can:

- Pay anyone you’d normally pay by check—any company or person throughout the United States.
- Schedule one-time and recurring payments, days, weeks or months in advance.
- Control when and how much you pay.
- Avoid late fees and mail delays. We guarantee that your payment will be sent on time—provided you have the funds available in your checking account. Electronic payments are processed in as little as one day, versus 5-10 days for a paper check to be delivered and posted to your account.

There is still time left to enroll in Online Bill Pay and enter to win!

To access **FREE** Online Bill Pay, simply log onto Online Banking and click “Pay Bills”. If you are not enrolled in Andrews Federal Online Banking go to www.andrewsfcu.org, then click “Enroll Now”.

* **NO PURCHASE NECESSARY.** Sweepstakes ends 7/31/08. Open to legal U.S. residents residing in any of the 50 United States or the District of Columbia, who are 18 years of age or older and have a unique, personal and valid social security number at the time of entry. Subject to full official rules available at <http://sweeps.pscufs.com/rules>. Void in Puerto Rico, US territories and possessions, outside of the US and where restricted or prohibited by law. Online entries require a minimum of 3 online bill payments through Andrews Federal’s Online Bill Pay service between June 1-July 31, 2008. Maximum number of entries per person is 30.

What to do if you can't pay your mortgage



While the home foreclosure crisis dominates the news, little has been written about what to do to avoid falling into a bad situation. Andrews Federal is happy to provide these valuable tips to help if you're about to fall behind on your mortgage payments:

1. Know your shortfall. Are your expenses greater than your income? To better understand the extent of the situation, subtract your monthly expenses from your net income (the after-tax portion of your paycheck).

2. Explore budgetary changes. Identify changes you can make to bring spending in line with earnings. For example, spend less on dining out, cancel your cable, shop from a grocery list, and maybe get a part-time job.

3. Contact your lender. If you still can't make your mortgage payments, don't avoid the situation; call your lender. The sooner you do, the more options you may have. Be honest and clear about your abilities. As tempting as it may be, don't promise something you can't afford.

4. Be open to options. You and your lender will discuss options, which may include modifying the terms of the existing loan, making lower or no payments for a period of time, creating a repayment plan for delinquent payments, refinancing your loan, or selling the house. When discussing options, consider whether you can realistically afford to stay in the home. While it's not an easy decision to sell your home, it still may be the right decision.

5. Take action. Follow through with your planned changes. For example, if you plan to get a part-time job, start looking. Always revise your plan if necessary.

Caution: Before you refinance or restructure your mortgage, be sure you fully understand the terms being offered. Some "quick fix" plans from less-than-reputable sources may actually make your situation worse.

Remember, too, that you don't have to deal with your situation alone. BALANCE® Financial Fitness is a free financial education and counseling service available to you as a benefit of your Andrews Federal membership. A BALANCE counselor can assess your situation, suggest budgetary adjustments, and discuss options for your mortgage and how to approach your lender. To speak to a counselor, call BALANCE at 888.456.2227 (U.S.) or 0.800.187.5305 (Outside U.S.).

For more information, visit the online Education Center at www.andrewsfcu.org/education and click "Buying a New Home" then click the "Avoid Foreclosure" button.

Moving this Summer? Change your address online

Summer is the busiest time of the year for members who are moving. Maybe you're in the military with a change in assignment. Or a student graduating or moving out on your own. Or maybe you just bought a new house.

With plenty of movement in the summer, it's really important to let us know your new address to make sure we send important financial information to the correct address.

And now you can change your address online—easily and quickly. Simply sign onto Online Banking and click "Change Address" at the top of the screen to add your new information.

If you don't have Online Banking, simply give us a call or stop by a branch.





Member Spotlight: Meet Cathy Long

Cathy Long has been working for Andrews Federal since 1976. She started in the file room, and shortly after, began her career in the Lending department, during which time she's held many positions including Loan Assistant, Loan Officer, Home Equity Loan Officer, Mortgage Department Supervisor, Lending Support, Solutions Manager, and currently Lending Manager.

Through the years, she's seen many changes. However, she says the credit union's core purpose remains the same "We are here to help our members. I've enjoyed working with members, many of whom I've known for 15 or 20 years," she says.

Cathy has been with Andrews Federal through the progression of technology and remembers when the credit union expanded beyond Andrews Air Force Base to the current headquarters on Allentown Road.

She enjoys her work, and throughout the years, she's formed deep relationships with her co-workers, adding "Andrews Federal has always been good to me. I've had many opportunities over the years, so why would I want to go anywhere else?"

Events



Give-Back Fridays.

Every Friday throughout 2008, stop by any branch and help us celebrate our 60th Anniversary. Prizes and giveaways will be awarded every week, so don't miss it. A monthly drawing will also be held for those who do not live near or regularly visit a branch. To enter, please send a 3x5 postcard with your name, address and daytime phone number to: 5711 Allentown Road, Suitland, Maryland 20746 Attention: Marketing "Give-Back Fridays."

Education Seminars.

Attend one of our seminars and take control of your financial position. July and August seminars are listed on page 6. For a list of seminars throughout 2008, visit www.andrewsfcu.org/education.



Caution! Vishing is a growing security threat

Recently, credit unions and their members have become major targets of Vishing.

In a Vishing attack, a member may receive an email or an automated phone call advising them there is a problem with their account or their credit. They are directed to call a toll-free number and an automated system asks them to enter their account number and PIN for verification. That is all the information thieves need to access your account and take all your money.

No legitimate institution would ask you to provide this information. If you receive a Vishing email or a Vishing phone call, contact Andrews Federal and report the incident immediately.

Current Rates

Fixed Loans	Terms	APR as low as ¹
New/Used Vehicle (up to 100% Financing)	Up to 66 months	4.99%
	67 – 72 months	5.99%
	73 – 84 months	6.99%
Used Vehicles ² (over 100% NADA Retail Value)	Up to 66 months	6.24%
	67 – 72 months	7.24%
	73 – 84 months	8.24%
Vacation/ Personal Loan (Signature Loan)	up to 60 months \$9,999 or less	7.49%
	61 - 84 months \$10,000 - \$50,000	8.49%

¹ APR = Annual Percentage Rate is available to qualifying applicants only. Rates effective 7/1/08 and subject to change without notice. Other rates and terms may apply. Your actual rate will be based on your credit history and loan application. Certain restrictions apply. Contact us for details.

² Loans over 100% NADA Retail Value may have a slightly higher rate.

Home Loans (owner occupied)	Minimum to Open	APR as low as ¹
7 years (100% LTV)	\$10,000	6.49% fixed rate
10 years (100% LTV)	\$10,000	7.49% fixed rate
12 years (90% LTV)	\$10,000	7.99% fixed rate
15 years ² (90% LTV)	\$10,000	5.25% variable rate

¹ APR = Annual Percentage Rates effective 7/1/08 and subject to change without notice. Subject to credit and property approval.

² This is a variable rate product; APR is subject to increase and may be re-priced every five years. APR is based on the five-year Treasury Bill rate plus 3.55%. Minimum APR 5.25%; maximum APR 18%.

Fixed Rate Share/ IRA Certificates	Minimum to Open	Dividend Rate ¹	APY ²
7-Month Fixed Rate	\$1,000	3.211%	3.25%
12-Month Fixed Rate	\$1,000	3.162%	3.20%
15-Month Fixed Rate ³	\$1,000	3.455%	3.50%
24-Month Fixed Rate	\$1,000	3.358%	3.40%

¹ Rates may change at any time. Fees may reduce earnings on the account. Penalties apply for early withdrawal. Dividends are compounded and credited quarterly. The stated rate will be paid until first maturity. Rates effective July 1, 2008.

² Annual Percentage Yield (APY) rates effective 7/1/08 and subject to change to change without notice. Contact us for details.

³ Limited time offer. APY is based on a fixed yield of 3.50%, and applies only to new Andrews Federal 15-month share certificates. Deposits into the Share Certificate must be funds not previously held at Andrews Federal. Penalties apply for early withdrawal.

Rates and promotions subject to change without notice. To be eligible for our products and services, you must be an Andrews Federal member or eligible for membership. To learn more visit www.andrewsfcu.org/joinnow.

Need a ATM? You have free access to over 32,000 ATMs. Visit us online and click on the ATM locator to find an ATM nearest you!



Seminars

US HEADQUARTERS

4th Floor Training Room
5711 Allentown Road, Suitland, Maryland 20746

Broke No More: Gain Control of Your Money

Saturday, July 12, 2008, 9:30am - 11:00am

Teens & Money

Saturday, July 26, 2008, 11:30am - 1:00pm

Teens & Money: Managing Credit

Saturday, August 9, 11:00am - 12:00 noon

Navigating the Home Buying Maze

Saturday, August 23, 9:30am-11:00am

AT AIRMEN AND FAMILY READINESS CENTER*

Andrews Air Force Base, 1191 Menoher Drive

On the Road to Riches: Basics of Investing

Monday, July 21, 2008, 11:30am - 12:30pm

Navigating the Home Buying Maze

Monday, August 18, 2008 11:30am - 12:30pm

AT AIRMEN AND FAMILY READINESS CENTER*

McGuire Air Force Base, 3011 Tuskegee Airmen Avenue

Navigating the Home Buying Maze

Thursday, August 21, 1:00pm- 3:30pm

Teens & Money

Thursday, August 21, 5:30pm-7:30pm

*You must have the appropriate government ID to enter the base.

Space is limited. Please register today

by phone at 800.399.4066 or

online at www.andrewsfcu.org/education.

Contact Us

U.S. Corporate Headquarters

5711 Allentown Road
Suitland, MD 20746

800.487.5500 phone
301.702.5330 fax

Mailing Address

PO Box 4000
Clinton, MD 20735-8000

Europe Corporate Headquarters

Unit 29623
APO AE 09096

00.800.487.56267 phone
0049.611.9787.542 fax

Account Access

Visa Account Information
800.654.7728

Automated Phone Service
U.S.

301.899.8353 local
800.487.8353 toll free

Outside U.S.

00.800.4878.3535

Branch Locations

United States

District of Columbia
Henson Ridge

Maryland
Allentown Road
Andrews AFB

New Jersey
Burlington
McGuire AFB
Wrightstown

Europe

Belgium
Chievers
Brussels

Germany
Schweinfurt
Wiesbaden

The Netherlands
Schinnen

www.andrewsfcu.org

