

JUNE 2014

QUARTERLY UPDATE



TIPS FOR BUYING A CAR

1. Make sure you are getting the right vehicle.

Think carefully about how many people and how much luggage you need to carry.

2. Assess the worth of your old car.

Your current car is an important factor in your budget. Selling it directly, instead of trading, may mean a sizable difference in how much you get, though it may take a while longer. Call the credit union for the NADA value of your current car.

3. Decide whether new or used is best for you.

Cars are built better now than in the past, so buying used makes sense. However, if you get a rebate or other cost break, the math may be on the side of a new vehicle.

4. Consider whether leasing or buying makes more sense.

If you don't have money for a down payment, or if you trade your car every two or three years, you may be a good candidate for a lease.

5. Do your homework and set your target price.

The Internet has made it easier than ever to find out the dealer's cost for each vehicle and its options. Research is the first step to getting the best possible deal.

6. Shop for money before you shop for the car.

If you plan to get a loan, check credit union rates to find the lowest one. Getting pre-approved will give you added confidence in negotiating a good deal.

7. Negotiating a lease.

In the complicated world of leasing, the dealer will have the upper hand unless you learn the jargon and how to negotiate the various segments of a lease deal.

8. Negotiate a purchase.

Get bids from several dealers, keeping focus on the dealer's invoice price. You may be able to get bids without going to showroom after showroom.

9. Don't let the deal-closer close out your savings.

The finance manager isn't there just for the paperwork. He or she wants to sell you high-profit financial and mechanical add-ons. These are seldom worth the money. If you have questions regarding "add-ons," call the credit union and we can help you decide if they are right for you.



NCUA Federally Insured:

Your savings at the Credit Union are insured up to \$250,000.

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***Comments or concerns?*

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Credit Union Staff

Stacy Yeary, Manager

Emily Fieker, Member Rep.

Credit Union Hours

OPEN:

Monday - Friday

7:30 am - 4:30 pm*

CLOSED:

Weekends & state holidays

*** Deposits & payments made
after 3:30 pm will be posted on
the next business day**



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LOAN RATES

Effective July 1, 2014 until further notice

| Collateral Type | Rate as low as* | Term | Loan Amount |
|--|---------------------------|--|----------------------------------|
| New Auto (2014-2012) | 2.00%* | Up to 60 mths | Up to 100% of NADA Retail |
| | | (72 months available for additional 0.25%) | |
| Used Auto (2011-2006) | 3.00%* | Up to 60 mths | Up to 100% of NADA Retail |
| Used Auto (2005-2000) | 5.00%* | Up to 48 mths | Up to 100% of NADA Retail |
| (Autos 1999 and older, additional 0.50% will be added to the rate with a max. term of 48 months.) | | | |
| New Boats, Farm Equipment, RV, Motorcycle, ATV, other (2014-2012) | 2.50%* | Up to 60 mths | Up to 100% of NADA Retail |
| | | (72 months available for additional 0.25%) | |
| Used Boats, Farm Equipment, RV, Motorcycle, ATV, other (2011-2000) | 3.75%* | Up to 48 mths | Up to 100% of NADA Retail |
| (Collateral 1999 and older, additional 0.50% will be added to the rate with a max. term of 48 months. Farm Equipment, Lawn Mowers, Tractors older than 1984 will not be accepted as collateral.) | | | |
| Signature Loan | 9.00%* | Up to 48 mths | Up to \$10,000.00 |
| Line of Credit | 11.00%* | Draws for 24 mths | Up to \$5,000.00 |
| Discount of 0.25% applied to loans with Automatic or Payroll Payment. | | | |
| (Must be in good standing with the Credit Union: no late payments; loans must be current; no force placed insurance. Rate, with discount, cannot be lower than base rate. Discount does not apply to Share Secured or Share Certificate Secured loans.) | | | |
| Share Secured | Dividend + 2.00% | Up to 72 mths | |
| Share Certificate Secured | Cert. Rate + 2.00% | Cert. Term | |

SHARE CERTIFICATE RATES

Effective April 1, 2014 until further notice.

| | | |
|-----------|-----------|-----------|
| 6 months | 0.30% APR | 0.30% APY |
| 12 months | 0.40% APR | 0.40% APY |
| 18 months | 0.50% APR | 0.50% APY |
| 24 months | 0.75% APR | 0.75% APY |

* Rates are subject to change.

**2ND QUARTER
DIVIDENDS**

0.20%

* Rates are based on Applicant's Credit Bureau Score:

| A Score 700+ | Base Rate |
|----------------------|---|
| B Score 699-640 | Base Rate + 1.00% Signature/Line of Credit: Base + 2.00% |
| C Score 639-600 | Base Rate + 2.00% Signature/Line of Credit: Base + 4.00% |
| D Score 599-550 | Base Rate + 4.00% Signature: Base + 6.00% |
| E Score 549-below | Base Rate + 5.00% Signature: Base + 7.00% |

Rates can be adjusted for score increase.