

NOTES OF INTEREST

Quarterly Newsletter for Members of Concho Educators Federal Credit Union

Fall
2007



DVD WINNER — Freshman student and CEFCU member Eric Demo accepts a portable CD/DVD player from ASU Branch Manager MaryAnn Sweetman. Demo's name was drawn August 28 from several hundred registrations submitted by SOAR students. Before coming to ASU, he had left his portable DVD player with his mother in Cedar Park because she enjoyed it so much. Now, he has a replacement to use during his college years.

2008 Youth Week Theme Goes Green

CUNA's 2008 National Credit Union Youth Week theme will concentrate on going and saving the "green."

This year's theme, "Got Green? Grow It at Your CU," was selected from ideas sent by staff of more than 50 credit unions. "Got Green" is a variation of "Save the Green," a theme suggested by Jennifer Millar from Desert Energy CU in Tucson, Ariz., in 2006.

The themes were voted on by nearly 500 credit union staff members. The top themes were then presented to 26 youth, who chose "Got Green" as their favorite. Youth Week 2008 is scheduled to take place April 20-26.

Members Find Many Benefits In CEFCU Lending Program

The Concho Educators "Beat the Banker" promotion is showing great success in helping members borrow money at lower rates.

"The more our members learn about how the program works, the more they like it," comments Glenda Watts, CEFCU Loan Officer. "Depending upon their needs and their qualifications, we are able to lower their borrowing costs for new and refinanced loans."

"That always makes them happy," she said.

"Sixty-six years ago, Concho Educators was chartered with a primary goal of putting the needs of members first, and that continues to be our focus," said Jerry Merrill, President/CEO.

"We are continuously developing new products and services to better meet the needs of our members."

Merrill said the credit union's strength has enabled it to be highly competitive in meeting the lending needs of its membership.

With the "**Beat the Banker...or the dealer**" program, credit union members are urged to bring in their best deal and let Concho Educators provide an even better deal.



BANKER

...OR THE DEALER

"Most of the time, our strength in assets, services and products allows us to provide a lending plan which proves to be more beneficial to our members," Merrill explained. "Normally, we can provide products such as credit life, credit disability, guaranteed asset protection (GAP) and mechanical breakdown coverage at lower rates than banks or dealers.

Premiums for these products can be built into the loan; and, if necessary, the loan term can be extended to provide the member with satisfactory monthly payments."

If you are looking for a new or used vehicle, make your purchase easy and start by calling 325 223-9192.

Catch Our Falling Rates

Just in Time
for the
Holidays!

5.9 %
APR

on all your
holiday Concho
Educators
Federal Credit
Union Credit
Card purchases

All payments will apply to interest, fees, and promotional balances first. Late payments may cause your APR to revert back to the standard purchase rate prior to the end of the promotional period. Cash advances and balance transfers are excluded from the promotional rate. Your APR will revert back to the standard purchase rate disclosed in your Credit Card Agreement at the end of the promotional period. Not all cardholders will qualify for this rate.



From November 1 through December 31, 2007 all purchases on your Credit Union Credit Card will qualify for these additional savings. We are significantly lowering your credit card rate for this limited time -- through March of 2008.

**So Catch the Savings
While You Can!**



What makes your credit union the best choice for a home loan? Find out at www.conchoeducators.org

You're buying a home and you're looking for mortgage financing. You want the best rate, of course, and good service. But where do you start? If you've always suspected that your credit union is the best place for a mortgage loan, you were right! Here's why:

1. You know us. Because you're a member, you know who we are and you're familiar with our products, our services and our staff. If there's ever a problem, you can come in and discuss it with us in person.

2. We know you. Because we already have a relationship, most of the information we need from you is already in our records. And while we may need to ask you for information again as we assist you

with a home loan application, you're not starting from scratch like you would be with a lender you've never worked with.

3. Your loan stays here. Do you know that the average mortgage loan is sold 4 times in the first year? That's a lot of transferring of records and escrow accounts. At Concho Educators, we keep your loan in one place more than 98% of the time.

4. Rates. Because there are hundreds of different mortgage programs out there and some programs have lower rates than others, it's impossible to really compare rates on home loans unless you know exactly what you're looking for. You also have to be sure the person on the other end of the line is being perfectly honest with you.

At CEFCU, we do more than just home loans. You'll get full information about rates for

the program that's right for you. You can also rest assured we're not "marking up" the rate in order to pocket more profits. You are, after all, an owner here, so any profits your loan generates are really yours.

5. Service. You already know how we feel about exceptional member service, but what you may not know is how important excellent service is when it comes to your home loan. Communications between the various professionals working on your home purchase are kept confidential, and we'll do everything possible from our end to ensure the process goes smoothly.

6. Programs. Whether you're buying your first home, an investment property or a second home, Concho Educators has all the programs you need. Come in or call for a free consultation.

7. We're yours! If you had a family member who could help you buy a home, you wouldn't need to look elsewhere. That's why our members make the credit union their first and last call for home financing, knowing they can safely avoid the hassle of finding a lender while being sure they're getting the best at the same time.

So if you're buying a home, or just thinking about it, come on in to Concho Educators or call 325 223-9192 to get the process rolling.

Staff Chooses Mike Tucker

Employee-of-the Quarter

The Concho Educators staff has chosen Mike Tucker, IT Administrator, Employee-of-the-Quarter for the third period in 2007.

General consensus is that Tucker, who joined the CEFCU staff in September 2002, is always willing to help.

As the person nominating him said, "Mike changed a tire for a lady at the post office in the blistering, Texas heat. Although she was a non-member, kind acts by employees give CEFCU a good image in the community."

A graduate of Spearman High School and Angelo State University, Tucker enjoys hunting, fishing and high school and college sports. He is immediate past president of Central Athletics Booster Club.



Mike and Tina, his wife of 25 years, are the parents of four sons, Justin (23), Tyson (21), Dason (18) and Austin (15).



NEW TRADITION — CEFCU President/CEO Jerry Merrill pours a root beer float in preparation for the arrival of students and faculty at the ASU University Center.

SOCIAL TIME — ASU students and faculty gathered in the University Center September 13 for free root beer floats provided by Coca Cola, Chart-wells Dining Services and Concho Educators. Free refreshments will be available every Thursday from 2:30 to 4 p.m.



GENERAL INFORMATION

Notes of Interest is the quarterly newsletter for members of Concho Educators Federal Credit Union. All questions, comments and suggestions may be directed to Noel Johnson, Business Development Officer (n.johnson@cefcu.us).



We Do Business in Accordance with the Fair Housing Law and the Equal Opportunity Act.

CONCHO EDUCATORS FEDERAL CREDIT UNION
 Mailing Address: P.O. Box 60976 / San Angelo, TX 76906-0976
 Corporate Office: 3215 W. Loop 306 76904
 325.223.9192 325.944.4809 FAX
 Hours of operation: Lobby - Mon-Fri, 9 a.m. - 5 p.m.
 Drive-Thru - Mon - Fri, 7:30 a.m. - 5:30 p.m.
 Saturday, 8 a.m. - 1 p.m.
 Beauregard Office: 1976 W. Beauregard 76901
 325.944.4552 325.947.7890 FAX
 Hours of operation: Lobby: Mon-Fri, 9 a.m. - 5 p.m.
 Drive-Thru: Mon - Fri, 7:30 a.m. - 5:30 p.m.
 Saturday, 7:30 a.m. - 12:30 p.m.
 ASU Office: Lobby, University Center 76904
 Hours of operation: Mon-Fri, 8:30 a.m. - 5 p.m.

www.conchoeducators.org