

Insights

VOLUME 7 ISSUE 5 | September/October 2009

In The Market For A New Car?

Need to switch to a ride with better gas mileage? With high gas prices, now may be just the right time to shift gears and trade in that gas-guzzler. You'll save cash on gas and you'll be able to take advantage of some of the best car deals available.

Delta Community Credit Union offers tools to help you make smart car-buying decisions. Begin the car-buying process with a pre-approval for your car loan from Delta Community. Knowing how much you have to spend on a car makes it easier to make your decision and at the same time can increase your bargaining power once you hit the dealerships.

Being a part of the Delta Community family also gives you access to our car-buying partner, Car Solutions. Car Solutions has been serving members for over 17 years with hassle-free pricing that you'll appreciate. You can preview the available inventory by visiting their web site, www.CarSolutions.com or you can contact them at **404-530-9000** or **1-800-226-5152**. Give them a few details, and they'll work hard to find you exactly what you're looking for.

And of course once you find it, look to us to finance it. We're ready to help you from your initial car shopping to servicing your loan. We have money to lend, competitive rates and convenient repayment options, along with flexible financing terms. Visit us at www.DeltaCommunityCU.com for an easy online application and let us show you how you can save money on your new ride.



Rick's Insights

Dear Member,

The beginning of a new school year, football and fall festivals are just a few of the things that grab our attention this time of year. Here at the credit union, we're focusing on ways to make your member experience better than ever.

One of the ways we'll be accomplishing this is by offering this newsletter in an electronic version. As more and more consumers are enjoying getting their news online, it makes sense for us to offer this option for those who prefer to go green. Receiving *Insights* electronically will mean you get your credit union news as soon as it's published and in an easy-to-read format that you can access anytime you wish. It will also mean a savings to the credit union in production and postage. Our members who prefer receiving *Insights* by mail, however, should not worry as we'll continue to offer a paper version as well. Please read the accompanying article on page three for all the details.

We have an article in this issue which gives you a good overview of the new rules that apply to credit card issuers. While our Visa[®] product has never been promoted with gimmicks or hard-to-understand rules, there will be some minor changes to our product based on the new federal regulations.

Delta Community continues to experience significant growth as more and more residents of metro Atlanta recognize the advantages of banking with a credit union and particularly with one that offers high-quality products and services. Our conservative financial management philosophy and strong capital position put us in a good place today. While many financial institutions are struggling with large losses that affect their ability to make new loans, we are able to provide individuals and small business owners the financing they need to achieve their goals using the sound underwriting practices we have always followed. So see us first when you are ready to make a loan.

Sincerely,

Rick Foley
President & CEO

Atlanta Metro

ATLANTA

1025 Virginia Avenue
Atlanta, GA 30354

ATLANTA

Hartsfield-Jackson Atlanta Int'l Airport
Atlanta, GA 30320
(Located on Concourse A)

BUFORD (in Kroger)

3300 Hamilton Mill Road
Buford, GA 30519

CANTON (in Kroger)

6766 Hickory Flat Highway
Canton, GA 30115

DULUTH

1980 Satellite Boulevard, NW
Duluth, GA 30097

FAYETTEVILLE

140 Highway 92, South
Fayetteville, GA 30215

MARIETTA

2627 Dallas Highway, SW
Marietta, GA 30064

MARIETTA

1205 Johnson Ferry Road
Marietta, GA 30068

NEWNAN

1825 Highway 34, East
Newnan, GA 30265

PEACHTREE CITY

Braelinn Village Shopping Center
472 Crosstown Drive
Peachtree City, GA 30269

PEACHTREE CITY

315 Highway 74, North
Peachtree City, GA 30269

SANDY SPRINGS

1100 Hammond Drive, Suite 100
Sandy Springs, GA 30328

SNELLVILLE (in Kroger)

Presidential Commons Shopping Center
1670 Scenic Highway, North
Snellville, GA 30078

STOCKBRIDGE

285 Center Pointe Parkway
Stockbridge, GA 30281

STOCKBRIDGE

5006 Mt. Zion Parkway
Stockbridge, GA 30281

SUWANEЕ (in Kroger)

2121 Lawrenceville-Suwanee Road
Suwanee, GA 30024

VININGS

3250 Riverwood Parkway
Atlanta, GA 30339

Out of State

FLORENCE, KY (CINCINNATI METRO)

4885 Houston Road
Sibcy Cline Building, Suite 102
Florence, KY 41042

SALT LAKE CITY, UT

Salt Lake City International Airport
765 N. Terminal Drive, Delta Terminal 2
Salt Lake City, UT 84122
(Located behind airport security)

SOUTHLAKE, TX (DALLAS METRO)

Southlake Corners
100 North Kimball Avenue, Suite 103
Southlake, TX 76092

Delta Air Lines

ATLANTA (TECHNICAL OPERATIONS CENTER)

1775 Aviation Boulevard
Atlanta, GA 30320

ATLANTA (WORLD HEADQUARTERS)

1050 Delta Boulevard
Atlanta, GA 30320

See www.DeltaCommunityCU.com
for branch and drive-thru hours.

Time For A Change ... To Members Insurance Advisors

Determining which car, home or life insurance is right for you can be daunting. As a wholly-owned subsidiary of Delta Community, **Members Insurance Advisors** was created to help you make an informed decision about all of your insurance needs. We provide you with access to a personal insurance advisor, outstanding service and a variety of competitively priced insurance products including car, home, boat, umbrella, golf cart, life and more.*

Choosing Members Insurance Advisors means you'll also benefit from:

- A free, personal yearly insurance review to determine if your insurance needs have changed
- Necessary adjustments to ensure you are fully protected as your life stages change
- Personal, professional service with one-on-one appointments
- Convenient online quotes, giving you the information you need when you need it

Because we're an independent agency, Members Insurance Advisors can also "shop" your rate with multiple "A" rated insurance carriers like The Hartford, Progressive, Travelers and others. This enables us to determine if better coverage at a lower cost is a possibility for your individual circumstances.

So, if you're interested in maximum protection and peace of mind, maybe it's time for a change to Members Insurance Advisors.

Call **404-677-8652** or **866-444-4617** to schedule an appointment with an Advisor or to discuss your insurance needs over the phone. You can also email info@MembersIA.com or visit www.MembersIA.com to learn more about Members Insurance Advisors or to get a quote on car, homeowners insurance and more.

Members Insurance Advisors ... a trusted partner for all your insurance needs.

*Members Insurance Advisors is currently writing insurance in the state of Georgia only. They expect to be writing in other states soon. Check www.MembersIA.com periodically for updates. Nondeposit insurance products are not federally insured, involve investment risk, may lose value and are not obligations of or guaranteed by the financial institution.

Don't Wait Until 2010 To Trade In Your High Rate Credit Card

There's been a lot of information published over the past few months about the Credit Card Accountability, Responsibility and Disclosure Act (CARD). President Obama signed the CARD bill into law in May 2009 to protect consumers against unfair debt practices by credit card issuers.

While the legislation will help consumers who've been subjected to such practices as excessive penalty fees and sudden rate increases, the new requirements won't be fully phased in until July 2010. In the meantime, some financial institutions have immediately begun raising the interest rate on consumers' credit card accounts so they can minimize the impact to their bottom line before they're required to comply with the new rules.

If you're among the 80% of U.S. households that have a credit card with a balance, you shouldn't wait until next year to have a credit card that's fair. Take action now.

Delta Community has always offered fair and honest credit card products with robust rewards so you never have to worry about your interest rate arbitrarily changing and paying higher minimum payments amounts.

- **We strive to offer consistently low, competitive interest rates for purchases and balance transfers.** Banks and credit card companies offer low introductory rates for balance transfers and then raise them by 100% or more if you're a day late. We offer a cash rebate when you transfer balances versus other card issuers, that charge up to 3% of the amount. In addition, because our rates for purchases and balance transfers are the same, any payment made above the minimum payment due is applied to your balance. Banks historically apply any amount above the minimum payment to the lowest interest rate first.
- Banks have historically offered a shorter grace period of 21 days or less to consumers. These banks might also penalize consumers who pay off the total balance by assessing finance charges from the previous and current months' billing transactions. Delta Community offers a 25-day grace period to pay the previous month's purchase balance to avoid finance charges on the purchase balance portion of the bill. In addition, **we've never assessed members a penalty charge for paying off their credit card balances.**
- Some card issuers have penalized consumers who've been late paying off credit cards or loans with other creditors by raising the interest rate on their credit card as an approach to "manage risk". **We've never raised a member's rate based on his/her payment history with another financial institution.** We've offered eligible members services such as our Payment Holiday that allows them the opportunity to skip a payment with us to use the money for emergencies or to pay other bills.

Our commitment to you has always been to offer simple and convenient credit card products and services that will enable you to save and keep more of what you earn. So don't wait until July 2010 to achieve financial relief from high-rate credit cards. Our credit card products have world-wide acceptance, online banking tools and robust rewards without annual fees or excessive penalty fees.

There Is A New Number In Retirement Planning

Content developed by CUNA Brokerage Services, provided by Delta Community Investment & Insurance Services

There are several magical numbers when planning for retirement. At age 59^{1/2} you can tap your qualified retirement plans without penalty. At age 62, you can claim early Social Security benefits. At age 65, you're eligible for Medicare.

Now a new number is added to the list ... age 63^{1/2}.

At that age, you can retire early and continue in your employer's health insurance plan under COBRA until you're eligible for Medicare. COBRA allows workers to continue coverage under their employer's health insurance plan for 18 months after ending employment.

Health care costs on the rise

Paying for health insurance has become a major concern for people approaching retirement. From 2000 to 2006, the average family's health insurance premium rose 80%. According to the Kaiser Family Foundation, health care costs have been rising 8% annually for the past three years*.

What to do?

If you're planning to retire before age 65, here are some strategies to manage the cost of health care and health care insurance while waiting to become eligible for Medicare.

- **Stay healthy** If you can avoid illness through healthy living, you'll reduce your need for health care services.
- **Use COBRA** if available to you.
- **Remain employed** in order to maintain your health insurance.
- **Work part-time** for a company that offers health insurance to part-time employees.
- **Consider a high deductible**, low premium health insurance plan.

Part of a sound retirement plan

Funding health care during retirement is going to remain a major challenge for Americans in the foreseeable future. When working with your financial advisor on your retirement plans, make sure to explore all of your options for remaining healthy and insured in retirement.



Pictured: Taylor Hamilton, Julie Bates, Shaun Crawley, Terry Anderson and Debbie Parrish.

Terry Anderson, CRPC®, Julie Bates, CFP®, Shaun Crawley, Taylor Hamilton and Debbie Parrish are Financial Advisors with Delta Community Investment & Insurance Services located at Delta Community Credit Union. Contact our Coordinator, Glenda Algere-Jackson, at **404-677-4890** or **800-544-3328, option 3 then 4** to schedule an appointment with one of our advisors.

*Medical Expenditure Panel Survey (MEPS), conducted by the Agency for Health Care Research and Quality, U.S. Department of Health and Human Services, 2007.

Representative is not a tax advisor or legal expert. For information regarding specific tax situations, please contact a tax professional. For legal advice, consult an attorney.

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FR040818-BF16

Insights Is Joining The Green Movement

Insights will soon be coming to you electronically via your email. Many of you have been asking for this option, and we're excited to be able to offer you this new channel for delivering *Insights* to you. We will begin this new service with the final issue of 2009.

Delivering *Insights* electronically will not only save substantially on printing and postage, but it will also allow for more immediate access to educational articles and features on our product offerings that we believe are important for you to know about. This delivery channel will also be a significant contribution to the green initiative that is so important today. We know that many of our members will still prefer to receive their newsletter the "old-fashioned way", and we're committed to continuing to offer a print version for members who prefer to receive *Insights* by mail. If you want to switch to paper after receiving your first electronic issue, you'll have an opportunity to opt-out.

All members with an email on file with us will receive their copy of *Insights* by email beginning with the November/December issue. If you need to update your current email or provide us with your email, you can access Online Banking and choose **Update in the My Information** section on the left side. If you've never activated Online Banking, simply go to the **Online Banking** tab and choose **Activate Online Banking** from the right panel.

And while you're in Online Banking, this is an optimum time to choose to receive eStatements if you've been meaning to sign up to "go green". Members who use eStatements wouldn't have it any other way – they really appreciate the ease of accessing all of their statement accounts online and being able to quickly find past statements.

TEACH CHILDREN TO SAVE FOR A RAINY DAY

The current economic conditions have made an impression on everyone - including young people. That's why, more than anything, it is key to teach them the importance of saving for a rainy day. Saving money is the cornerstone of healthy personal finance; however, it's also something that many people seem to struggle with especially during times like these.

Of course, kids can't fully understand the importance of saving and spending if they don't have money of their own to control. Giving a child an allowance for chores or projects completed around the house is a great way to help them earn money and at the same time learn to manage it.

Once you've helped your child find a source of income, you should then begin to help them create a budget. Encourage your child to save a percentage of their earnings; it can be as little as 10% or more, just be sure to allocate a reasonable amount for them to spend. This teaches children to spend wisely by setting priorities and balancing short-term pleasures with long-term goals.

If your child is 12 or younger, Delta Community offers the Sandy Savers Club®, a Savings Account specially designed for children. The account is perfect for those long-term goals and it earns dividends just like our regular Savings Account. Plus, the quarterly newsletters offer tips on saving and spending money in a fun and informative way.

For children over the age of 12, a regular Delta Community Savings Account will give them a safe place to save their money. And as an added feature, depending on their age, they will receive either a CU Succeed (ages 13 – 17) or College Club (ages 18 – 23) electronic quarterly newsletter that offers useful financial information.



DELTA COMMUNITY'S ELECTRONIC BANKING SERVICES CONTINUES TO HEAT UP

Just because the summer season has ended, it doesn't mean all the excitement has to end. In fact, Delta Community's Online Banking platform continues to heat up with a host of new features and services for all to enjoy!

Kicking things off is the new expedited payment feature added to Delta Community's Online Bill Pay services. With fast pay functionalities, Online Bill Pay users can make last minute payments, and rest easy in knowing that the payment will arrive on time. The expedited payment service launches in September and will be available for a nominal fee.

Launching later this fall, Delta Community will unveil an online money management tool which will allow members to manage their account, create financial goal tracking charts and participate in online community forums all in one secure platform. Called Snap, this service will feature a suite of consumer-friendly applications and tools which will be available through the credit union's Online Banking service.

In addition to all the new services currently in the works for Online Banking, the credit union is also gearing up for the much anticipated launch of Delta Community's new Mobile Banking service. Scheduled to be released early 2010, this convenient electronic banking option will allow members to access their account at anytime -- anywhere right from their mobile phone. We will also offer a downloadable application for iPhone users. Members can enjoy receiving balance alerts, view transaction history and schedule Online Bill Payments all in one portable and secure fashion.

Stay tuned for more information on these and other exciting updates planned for Delta Community's electronic banking services.

Tips For Buying Your First Home

Turning a Dream into Reality

Home ownership is a goal that's valued by many. For years, it has been a major part of the journey to achieve the Great American Dream. And, today, countless numbers of first time home buyers who have set out to make this dream a reality are realizing that owning a home is very much an attainable goal.

If you are a potential first time home buyer, you should know that the journey does not have to be a daunting one. In fact, with a fair amount of research and following sound advice, the process can be one of the most rewarding experiences that you and your family will ever have.

Here are some things to consider if you are a potential first time home buyer:

Get Your Business in Order – A wise thing to do soon after you've decided to purchase your first home is to review your credit report and evaluate your finances. Even before contacting a real estate agent or mortgage lender, you should know your credit score and have a good idea of how much you can afford to pay each month. Request a credit report (from all three of the major credit reporting agencies) and review them thoroughly to ensure the credit report is accurate. It's better to find a flaw on the report (and work to clear it up) on your own rather than having your lender surprise you with the news. Good due diligence can help you save time and even money, in some cases. Additionally, evaluating your outstanding debt against your income (debt-to-income ratio) can help you determine how much home you can afford so that you can avoid going over your spending limit.

Do Your Homework – Although, your real estate agent can help lead you to the house of your dreams, you shouldn't totally rely on him/her to do all the work. It is estimated that nearly 80% of home searching begins on the Internet. Searching for properties on the web is an easy and convenient way to begin doing your own research. You can save time by providing your agent with information to help him/her lead you to the home of your dreams.

Explore Your Options – It's always good to explore the options that are available in terms of financing. When it comes to financing your mortgage, you should look to choose a reputable institution that participates in healthy and responsible lending practices. Purchasing a home is typically one of the largest investments that you'll make – so taking the necessary time to work with the right lender offering loan products that work best for you is very important.

Delta Community Credit Union offers mortgage options to help first time home buyers by waiving the application fee, minimizing closing costs and offering a diversified loan portfolio. In addition to offering competitive rates, the credit union has a team of Home Loan Specialists who are available to assist members through the entire home buying process.

Finally, although the thought of purchasing your first home can seem a bit overwhelming, it's actually a very exciting journey. With a little patience, a good amount of preparation and some persistence, the overall process should be an experience that you and your family can treasure always.

For more information on loan options available through Delta Community, log on to our web site and visit our Home Loan pages.



FINANCIAL STATUS AS OF JULY 31, 2009
Assets: \$3,400,000,000
Deposits: \$2,831,000,000
Loans: \$2,034,000,000
Members: 193,446

GREAT CONNECTIONS

Loan Line | 1-888-243-2629

AudioLine | 404-715-4627 or 1-800-334-7536

Mortgage Line | 404-677-8784 or 1-866-963-7811

Web Sites | www.DeltaCommunityCU.com

www.MembersIA.com

HOLIDAY CLOSINGS

Mon. Sept. 7 | Labor Day

Mon. Oct. 12 | Columbus Day

Insights is a bi-monthly publication for the members of Delta Community Credit Union. Issues are archived on our web site for easy reference.

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NCUA
This credit union is federally insured by the National Credit Union Administration. Accounts insured up to \$250,000.



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