

# Member Line

First Quarter 2019

## Get the Best Deal on your Next Car

Knowing every detail about the vehicle you want to buy is important, but how much do you know about financing? At Members Trust, we want you to have all the information you need when it comes to financing your next vehicle. Here are 7 tips to get the best deal.

### 1 DETERMINE PRICE RANGE

Figure out how much money you can afford to spend BEFORE you start looking. Use our loan calculator under our Services Tab to calculate a variety of loan payments and terms.

### 2 GET PREAPPROVED

A preapproved loan tells you how much car you can afford, with a reasonable term. We recommend considering a 60-month maximum term, with a down payment of 10% including GAP coverage. You can reduce your monthly payments with a longer term; however, you'll pay more in the end. Make sure you're ready to shop within two weeks of your pre-approval.

### 3 GET PRICING FOR THE EXTRAS

At Members Trust, we pride ourselves on offering affordable extended warranties and GAP Coverage. Get our pricing so you can compare to dealer pricing. They will try to upsell these products so make sure you get the best deal.

### 4 RESEARCH VEHICLES AND FEATURES

Start searching for vehicles that are within your price range and won't over-extend you financially. Give our free GrooveCar service a test drive at [mtfcu.groovecar.com](http://mtfcu.groovecar.com). Search for a new or used vehicle, compare models and locate a dealer, all in one convenient location.

### 5 CHECK THE PRICE

Reach out to three dealerships that have the car you want and ask for the total sales price, including any additional accessories that are already installed on the vehicle. Also get dealership pricing for warranty and GAP and compare to Members Trust. I bet we can beat their pricing!

### 6 TRADE-IN NEGOTIATION

If you plan to trade-in a vehicle, know your trade-in value and private-seller value before you go to the dealership. We've got both Kelly Blue Book and NADA calculators on our website under the Services tab. This information will give you a reference point for any offers you receive from the dealership.

### 7 CLOSE THE DEAL

Once you've confirmed the vehicle sales price, trade-in, and price for extras, you are ready to close. The salesperson will take you to the finance office, where you'll sign the contract and purchase any additional products. Review the contract carefully and make sure the numbers match with what you agreed to purchase. Tell them you are pre-approved at Members Trust and we'll send drafting instructions.



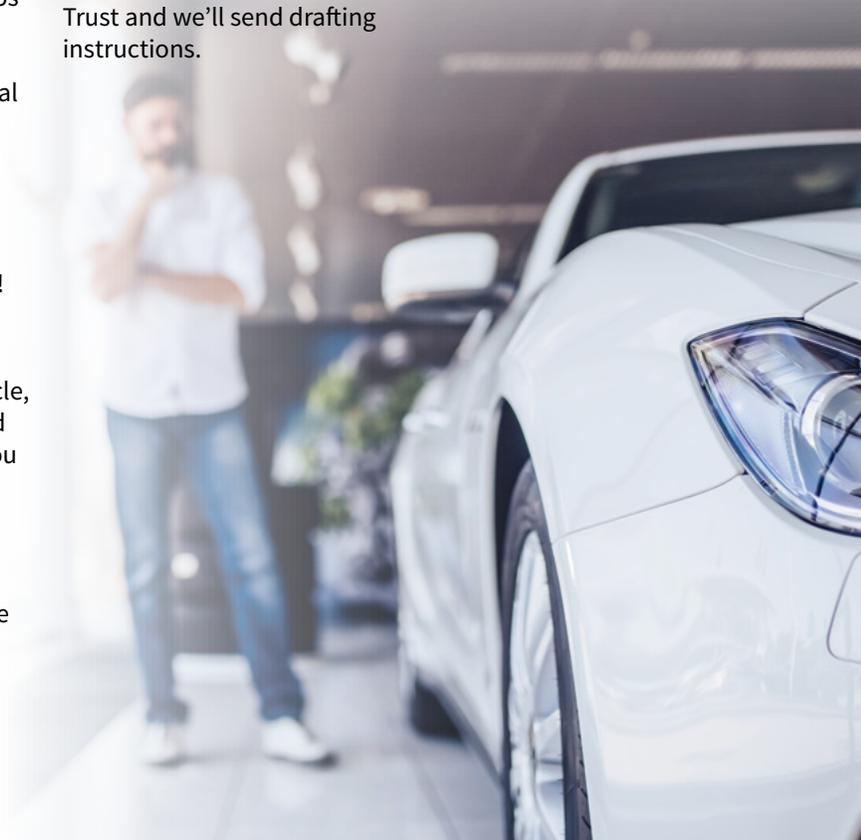
800-683-6455



MTFCU.COOP



IN PERSON



# WELCOME TO 2019!

A MESSAGE FROM: BRIAN C. GILBERT, CEO

We always start the year with a bright outlook of new beginnings and high hopes for a successful year. Members Trust is here with you. We are optimistic and look forward to a great 2019.

While on the subject, I have not gotten the final numbers for 2018, but again, it appears to be another good year for MTFCU. MTFCU had good growth and earnings in 2018. A big reason for this success is that we have a great group of members who support the credit union. By doing business with your credit union, a financial cooperative association, you support the success of the cooperative. Also, we are very fortunate to have a great group of employees to serve you and your financial needs. Thanks to both our members and employees for making Members Trust a success!

As I write this article, we are getting closer to finalizing the expansion of the Stephenville office, but it has not gone quite as quickly as we would have liked. We are making progress and hope that it will bring an improved service area for our Stephenville members, once the project is complete. We appreciate your patience during the construction phase.

As we move into 2019, we are looking at ways to streamline processes to help make dealing with the credit union more efficient.

I know there are two things that I would always like more of and that is time and money. Hopefully, we can help you a little with both of these as we are more diligent with your time in doing business with MTFCU and by paying a little more for your deposits and charging a little less for loans, you keep more money in your pockets.

Best wishes in this new year and thanks for your membership.



## How to Get Financially Ready for College

Congratulations! You've worked hard, applied and have been accepted to college. Now how do you pay for it? Members Trust can help you plan for your future, so you don't graduate with a ton of student loan debt. Here are a few ideas to get financially ready for college.

### SCHOLARSHIPS & GRANTS

Scholarships and grants are available for every type of student and should be at the top of your list when deciding how to pay for college. This is "free money" that doesn't have to be repaid! See our scholarship opportunity in this newsletter and check out [TuitionFundingSources.com](http://TuitionFundingSources.com) to learn about other opportunities.

### START SAVING EARLY

For parents with young children, start a Coverdell Education Savings account today. The earlier you start, the more you can accumulate.

### PART-TIME WORK

There are a variety of ways you can pay for college and that includes working part-time in high school and college to defray some costs. In college, there are lots of job opportunities so be open to working part-time.

### FAFSA

A big mistake that parents make is thinking they won't qualify for financial aid because they make too much money. The Free Application for Federal Student Aid (FAFSA) is a form that is prepared annually by current and prospective college students to determine eligibility for student financial aid. Fill out the FAFSA and see what happens.

### STUDENT LOANS

If you're considering student loans to help pay for school, you're not alone – many students need loans to cover college expenses. If you need student loans, compare your options between both federal and private student loans to find the loan that best meets your needs.

### KEEP COSTS DOWN

There are lots of ways you can save money including:

- Do well in your classes so you don't have to repeat.
- Take courses at a local community college.
- Ask for student discounts.
- Live at home to eliminate housing costs.
- Attend a state school or community college.

### ESTABLISH YOUR CREDIT HISTORY

Before you head off to college, make sure you've got a savings, checking account and a credit card (with a small limit) set up. We can help with all three. These help establish a credit history and teach money management skills. You can do everything online or via our mobile app and mobile deposit so it's super easy and convenient.

# Community Involvement

## Tarleton State University

In November, Members Trust installed two new ATMs on the Tarleton campus. One is located in the library and the second is located in the student center. We are also proud to return a portion of the fee income back to Tarleton State University!



## Heights Crawfish Festival

Look for us at the Heights Crawfish Festival on Saturday, March 2, 2019, at 411 W. 20th Street, Houston TX 77008. Stop by and say hello!

## Annual Meeting

The date is set for March 21, 2019. Watch your mail for more information.

## Stephenville Member Appreciation Day

Mark your calendars for Friday, April 26, 2019. More details to come!

## FINANCIAL HIGHLIGHTS

	November 2018	November 2017
<b>Members</b>	7,291	7,127
<b>Loans</b>	\$101,527,413	\$86,773,604
<b>Deposits</b>	\$134,732,162	\$123,641,953
<b>Equity</b>	\$9,981,659	\$8,982,282
<b>Assets</b>	\$146,045,758	\$133,600,668



## Credit Union Closings

Members Trust will be closed on the following federal holidays. Access your account 24/7 via HomeCU Internet Banking.

### Martin Luther King, Jr. Day

Monday, January 21, 2019

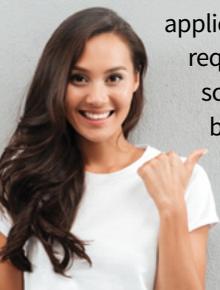
### Presidents Day

Monday, February 18, 2019

## Attention STUDENTS

### Scholarship Opportunity Available

If you are a high school senior or a college student enrolled in an undergraduate program, don't miss the opportunity to earn **\$1000** toward your continuing education expenses! Visit our website to download the 2019 academic scholarship application and view the eligibility requirements. Completed scholarship applications must be returned to Members Trust Federal Credit Union on or before Wednesday, May 1, 2019, to be eligible for consideration.



## Higher IRA Contribution Limits in 2019

Get ready to save more for retirement in 2019! The IRS, for the first time in six years, increased the maximum IRA contribution!

After six years stuck at \$5,500, the amount you can contribute to an Individual Retirement Account is being bumped up to \$6,000 for 2019. The catch-up contribution limits if you're 50 or older in 2019 remain unchanged at \$1,000 for IRAs.

IRA's provide a great way to limit your tax liability in the present (Traditional IRA) and in the future (Roth IRA).<sup>\*</sup> Members Trust offers four different IRA options, so we can help you make the right choice and plan for your future!

<sup>\*</sup>Consult your tax advisor.



[www.MTFCU.coop](http://www.MTFCU.coop)



## Experience the **CREDIT UNION** difference.

### Get Enhanced Debit Card Control with My Mobile Money

It's easy to manage your debit card account and protect yourself from fraud with the new My Mobile Money App. With the My Mobile Money app, you can manage and monitor your debit card account wherever you go! YOU control card access without having to call customer support.



**Set up security measures right from your phone to help avoid the hassles of account fraud:**

- 1 Turn your cards on/off if lost or stolen.
- 2 Set spending limits.
- 3 Block specific transaction types.
- 4 Set up alerts for certain transactions.
- 5 Set up regions where your card can be used to prevent fraud.

Visit iTunes or Google Play and search for "My Mobile Money Access" to download the free app. Then follow these simple steps:

- Open the app and have your Members Trust debit card handy.
- Click the "Sign Up Free" button.
- You will be prompted to enter your card number.
- Next, enter your name, your CVV (the three-digit security code on the back of your card) and your card expiration date to verify your identity.
- After you accept the Terms and Conditions and the Privacy Policy, you will be asked for your full name, email address, username, and password.

That's it - You're ready to use My Mobile Money Access!  
Check out the video on our website to learn more!

