

## NWFCU IS IN SOUND FINANCIAL CONDITION

# Chairman's Message to the Member-Owners of NWFCU

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**AS YOUR LIFETIME  
FINANCIAL PARTNER,  
WE'RE HERE TO HELP**

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**BACK TO SCHOOL LOAN  
MAKES THE GRADE**

**WIN FREE GAS  
FOR A YEAR**

### MARK YOUR CALENDARS

#### Free Gas for a Year Giveaway

August 1-31  
See page 3 for details

#### Money Management 101 for College

**Students**  
Wed., August 6  
6:30pm-8:30pm  
Register at [www.nwfcufoundation.org](http://www.nwfcufoundation.org)

#### Keys to Selling Your Home

Sat., August 23  
9:00am-11:00am  
Register at [www.nwfcu.org](http://www.nwfcu.org)  
or 703-709-8921, option 7

#### Shred Day

Sat., September 27  
9:00am-Noon

#### Identity Theft: Who's Got Your Info?

Sat., September 27  
9:30am-10:30am **OR**  
11:00am-12:00pm  
Register at [www.nwfcu.org](http://www.nwfcu.org)  
or 703-709-8900, ext. 5017

Events will be held at our Herndon location. Visit [www.nwfcu.org](http://www.nwfcu.org) for details.

The economic news is scary. We are in the midst of a credit crunch and many major financial institutions are stressed. The recent government seizure of IndyMac Bank, a California thrift institution that specialized in risky, so-called "Alt-A" mortgages, coupled with the volatility of the financial markets, has created a heightened concern from members about the safety of their funds on deposit at NWFCU. *I assure you that our Credit Union is financially sound and your deposits are safe.*

Your deposits are insured by the National Credit Union Share Insurance Fund (NCUSIF), an arm of our federal regulator, the National Credit Union Administration (NCUA). The Insurance Fund is the credit union equivalent of the Federal Deposit Insurance Corporation (FDIC) that insures banks and is backed by the full faith and credit of the United States Government. Not one penny of insured savings has ever been lost by a member of a federally insured credit union.

The NCUSIF insures most deposit accounts in federally insured credit unions up to \$100,000. Individual Retirement Accounts (IRAs) and Keogh accounts are insured separately, up to \$250,000. You may obtain additional NCUSIF insurance coverage on multiple accounts if you have different ownership interests or rights in these accounts, such as joint accounts, payable on death accounts, revocable trust accounts, or accounts with different beneficiaries. To ensure you have maximum coverage, speak to one of our representatives or visit our website at [www.nwfcu.org](http://www.nwfcu.org) and enter "share insurance"

in the search box.

Most importantly, I want to assure you that NWFCU is well capitalized to weather these turbulent times. The Credit Union's net worth (capital) is over 10%; NCUA regulators consider 7% to be "well capitalized." In fact, NCUA has given NWFCU its highest rating for safety and soundness year after year. We continue to practice conservative financial management in our lending and investment practices. *We invest in only short-term, high quality U.S. Government-backed agency securities and have never offered sub-prime or other exotic style mortgages or equity loans.*

Our members have not been immune to the economic downturn. Some have lost jobs or suffered other financial reverses, and we have experienced a small increase in loan delinquencies and losses. While our actual losses are about equal to the national credit union average, our loan delinquencies are one-third of the credit union industry average.

You may have read about qualified borrowers unable to get mortgage loans or credit from their financial institutions. Happily, our mortgage business is booming as members are coming to us as their trusted financial partner. We are in business to serve our members, and are prepared to help you save money, borrow productively and plan for your future. (See "We're Your Lifetime Financial Partner" on page 2.)

—Joel Ticknor, Chairman,  
NWFCU Board of Directors

WORKING HARD TO MEET YOUR NEEDS

# We're more than just your credit union. We're your lifetime financial partner.

## WELCOME NEW MEMBERS

E-TEL Systems, Corp.  
FedResults  
SAES Security  
Video Networks, Inc.



## HOLIDAY CLOSING

LABOR DAY  
Mon., September 1

## APPLY BY AUGUST 31

Last chance to save on our most popular auto loan terms! See page 4 for our low rates on vehicle loans and leases. Apply today! Visit [www.nwfcu.org](http://www.nwfcu.org), call 703-709-8901 (1-866-709-8901 toll-free) or stop by any branch.

The downturn in the economy may have you facing some financial concerns you've never encountered before.

We're here to assist you.

When we adopted "Your Lifetime Financial Partner" as our vision statement, we meant it. In tough times, it's more important than ever to develop and maintain good financial habits. But figuring out where to start can be a daunting task—especially if you feel like you're already in trouble. The thing to remember is that it's never too late to ask for help—a trip or a call to your Credit Union should be your first step. We have solutions and resources for you including:

**Free budget/credit consultation services**—we've partnered with BALANCE Financial Fitness to provide you with confidential counseling by phone. BALANCE counselors can help you create a realistic budget, offer suggestions to make paying bills easier, and review your credit options for handling debt. Contact a counselor at 1-888-456-2227 toll-free, Monday – Thursday: 8:00am-11:00pm; Friday: 8:00am-8:00pm; Saturday: 11:00am – 8:00pm (ET).

**Loan refinancing options**—lower your monthly payments by exploring your refinance options with NWFCU. Whether it's a mortgage, an equity line or a car loan, check with us to see if it's possible to refinance. It doesn't matter if your loan is with another financial institution. We may be able to help. We want to help you keep your assets and your credit rating.

**Lower service fees**—keep more of what you make by monitoring and

controlling how much you're paying in bank service fees. As a member-owner of NWFCU, you'll save money with our free or low-fee services including more than 25,000 free ATMs, free checking account options, no-fee overdraft protection services on checking accounts, no annual fee credit cards with competitive low rates and no balance transfer fees, free point-of-sale transactions with your Debit MasterCard, and more.

**Above-market savings rate options**—NWFCU offers you a better value in savings options. Select short- and long-term savings services with higher rates that can help you earn more on your savings. Plus, we offer a share certificate bonus for members with our Premier Checking account or Heritage Club members, as well as add-on certificates.

**Review of your investment plan and insurance policies**—a free consultation is available through our subsidiary.

Credit unions are chartered with one goal: to provide a safe place for member-owners to grow their savings, save on service fees, and access a stable, low-cost source for loans. In fact, consumers saved \$10.9 billion last year by using credit unions rather than banks. That works out to about \$126 per credit union member, or \$239 per household.

To find out more about how we can help you weather this economic storm, visit [www.nwfcu.org](http://www.nwfcu.org), stop by a branch or contact our Call Center at 703-709-8901 (1-866-709-8901 toll-free).

# Two Special Offers You Can't Afford to Miss

**S**core big with our Back to School Loan and a chance to win Free Gas for a Year!

## Our back to school loan makes the grade

According to a National Retail Federation survey, the average family spends more than \$560 per school-aged child annually on back to school expenses.

To help ease the spending squeeze, we're offering a Back to School loan as low as 4.99% APR\* when you apply online ([www.nwfcu.org](http://www.nwfcu.org)) by August 31. It's an affordable way to purchase up to \$5,000 worth of supplies, clothing, and other items your student needs to get the school year off to a great start. Apply today at [www.nwfcu.org](http://www.nwfcu.org); then follow these tips to stay on top of expenses:

**Create a budget.** Take inventory of supplies you currently have and then develop a budget for what you need. Prioritize each item and delete those that aren't necessities.

**Bargain hunt.** The Internet makes comparison shopping a breeze and saves on gas! Compare the prices of large retailers with outlets and office supply stores. Ask your neighborhood store to match offers.

**Inquire about student discounts.** Take your college-aged student along to the mall with student ID card in hand to cash in on special discounts.

\*Annual Percentage Rate (APR) current as of 7/15/08 and subject to change without notice. Rate includes a 0.25% discount for members who apply online and for a term up to 24 months. 24-month rate is 5.24% for members who apply by phone, in a branch or by paper application. For a term from 25 to 36 months, rate is 5.99% for members who apply online or 6.24% for members who apply by phone, in a branch or by paper application. Loan limit \$5,000. Apply by 8/31/08.

Sources: "Back-to-School Spending This Year to Top \$18 Billion" posted on the National Retail Federation website, [www.nrf.com](http://www.nrf.com). "Back-to-School Shopping: Beating the Back-to-School' Blues, posted on the Consumer Credit Counseling Service website, [www.cccsinc.org](http://www.cccsinc.org).



## Win free gas for a year!

Throughout August, every time you use your NWFCU Debit MasterCard for purchases, you'll be entered for a chance to **win \$3,000 to fill your tank for a year!**\*

If you have a checking account with us but you don't yet have an NWFCU Debit MasterCard, stop by a branch and get one on the spot. Or, visit [www.nwfcu.org](http://www.nwfcu.org) to download, complete and return our Account Update form to request your debit card by mail.

Be sure to tell your family about our gas giveaway, too. If your son, daughter, parent, grandparent, or roommate joins this month, opens a checking account and uses their new debit card for purchases by August 31, they'll be automatically entered in our free gas giveaway. Plus, they'll be able to take advantage of other NWFCU benefits, too! Eligible members can join online ([www.nwfcu.org](http://www.nwfcu.org)) or at any branch.

Hurry! This sweepstakes ends August 31. Carry your debit card while shopping and running errands—the more purchases you make with it, the greater your chances of winning!

\*Must be 18 years or older to enter. No purchase or transaction required. Free Gas for a Year Giveaway prize will be dispersed as a one-time \$3,000 deposit in the winner's NWFCU checking account. Visit [www.nwfcu.org](http://www.nwfcu.org) for complete details and contest rules. Prize is subject to IRS Reporting.

## UPCOMING SEMINAR

**Wealth Accumulation Strategies**  
**Wed., September 10**  
**5:30pm-7:00pm**  
**200 Spring Street,**  
**Herndon**

Presented by Northwest Financial LLC, this seminar will cover the strategies and tools available for accumulating wealth, including: insurance as protection against asset loss, investment and retirement plans, and estate planning concepts. To register, visit [www.nwflc.com](http://www.nwflc.com); contact@nwflc.com; or call 703-810-1072, ext. 109.

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