

Winter 2019

In FOCUS

A quarterly newsletter for members of FOCUS Credit Union

56th Annual Membership Meeting

FOCUS Credit Union is pleased to invite ALL of our Membership to our Annual Meeting

Where: Alioto's • 3041 N Mayfair Rd, Wauwatosa, WI 53222

When: 2 p.m. Saturday February 15, 2020

Please call the Credit Union today and reserve a spot. Seating is limited to the first 150 people to sign up. **As usual, door prizes and raffle items as well as appetizers and refreshments will be provided.** The annual meeting is a fun event but it is also a great opportunity to hear about the success of FOCUS in 2019 and what the future has to offer.

This year we will have elections for three seats with two of those seats at a three-year term and one seat for a one-year term.

If you are interested in being a board member, contact one of the Nominating Committee members by January 20, 2019. Please submit your intent in writing to either Kim Youngblood or Dean Wilson at FOCUS Credit Union Attn: Nominating Committee, FOCUS Credit Union, N88W14930 Main St., Menomonee Falls WI 53051. Please send a brief resume stating your credentials, employment and family information, and why you would like to be on the board of directors. All information will be available to voters prior to the annual meeting.

When members actively participate and share ideas, the entire credit union benefits. Without member input, credit union leaders could only guess what owners like you want from their financial institution.

Know the Differences Between Credit Unions and Banks

CREDIT UNIONS

1. Not for profit
2. Credit Unions have members, not shareholders.
3. Credit Unions are accountable for their members and look out for their best interests.
4. Credit Unions are local, community based financial institutions. Membership supports their local communities.
5. Credit unions are democratically governed, and elections are based on a one-member, one-vote philosophy.
6. Insured by NCUA up to \$250,000.00.
7. Earnings are returned to members through services like free ATMs, better rates, and lower fees.
8. As a cooperative, we pay higher rates on your savings, you pay lower rates on loans, and get honest advice.
9. Over 1,800 Participating Credit Unions-able to access in all 50 states!

BANKS

1. For-Profit Corporations
2. Banks have "Customers and shareholders."
3. Banks need to make cross-sales and often target their customers as numbers, not individuals.
4. Banks are on average, double the size of credit unions.
5. Banks are governed by paid shareholders. Voting rights depend on the number of shares owned by customers or shareholders.
6. Insured by FDIC up to \$250,000.00.
7. Earnings go to outside bond and stockholders in the form of dividends.
8. They must make their money from their customers to please their shareholders. Their interest lies on the bottom line.
9. Unable to access Bank through other institutions.

Corner Office

Sometimes the power of advertising is soooooo strong. Recently I talked with one of our members who decided to launch a mortgage with a rocket booster company. He was very excited at the fact the rate was 10 basis points lower than our mortgage partner at AmeriCU. I asked if he would be interested in reviewing the documents together. As I suspected, our national friends the rocket launchers, did in fact charge the lower 3.55% APR but they included \$11,850 of closing costs. I showed our member the math and they are out over \$7,500 when you calculate the interest difference and the closing costs.

Your credit union always has your best interest in mind...please give us a call and we can connect you with Matt at AmeriCU for all your mortgage financing needs.

We want to pay you for your vehicle loans. Bring in a dealer contract and FCU will issue you a check at the loan closing equal to 1% of the amount financed. Get a \$40,000 SUV and get a \$400 check from FCU at your loan closing. Dang it...you already financed elsewhere? Bring us that loan for FCU to refinance with the same terms you had at your other lender and we will still issue you a check for 1% of the new loan balance. **You own the place and now we are going to start paying you for your loans!**



Your credit union always has your best interest in mind, please give us a call and we'll prove it!

FOCUS CU's Mobile App Makes Your Life Easier!

Don't want to face the cold? FOCUS has convenient solutions for you! FOCUS offers many ways to access your funds right from your mobile devices!



- Remote Check Deposit
- Bill Pay
- Account to Account Transfers
- Balances and Account History
- Monthly Statements
- and More!

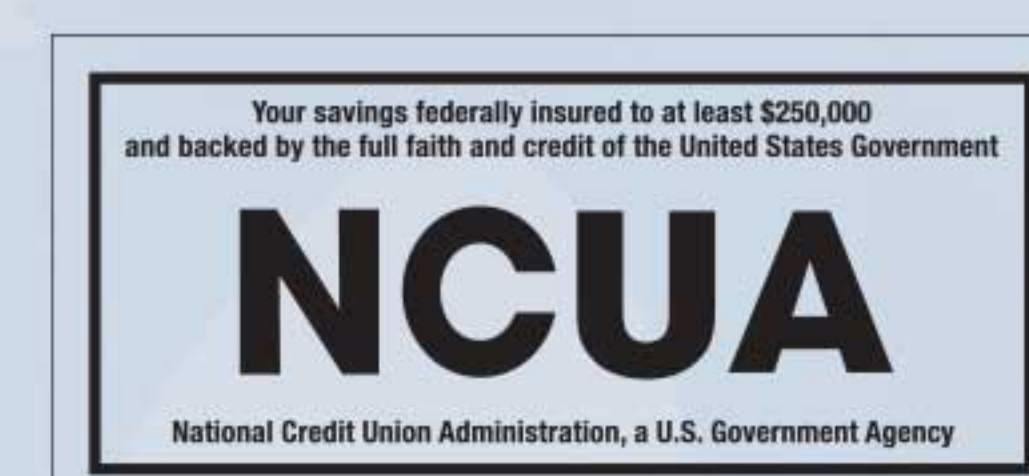
**Download our App today
and start making your banking even easier!**

Credit Union Cuties!

Waylon and **Willie** are from the Falls Branch but wouldn't mind visiting "Luckenbach Texas"!



FOCUS
Credit Union
You OWN the place!



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In FOCUS News is published quarterly for members of FOCUS Credit Union. This publication is to inform members and prospective members of our product offerings, to educate members on money matters, and to keep them abreast of the pertinent information regarding FOCUS Credit Union.