



CTCU.ORG

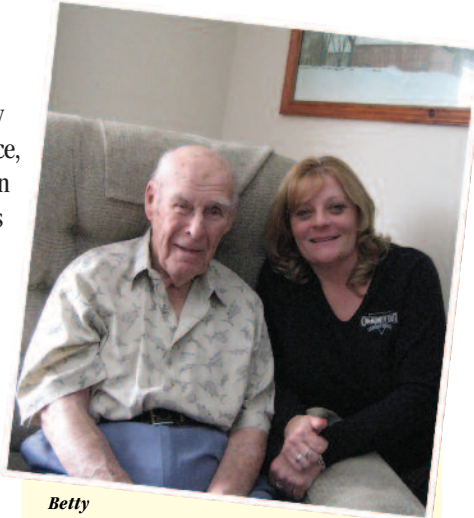
### Gurnee Branch Manager Follows in Father's Footsteps

Some of the earliest memories for Betty Fallos, branch manager of the Gurnee office, involve having neighbors drop off car loan payments at her home with instructions to "give this to your Dad."

"That's how things were done in the early days of the credit union business," Fallos said. "Of course things have changed a lot over the years."

In fact, it was Betty's father, Jay McCaughey, who was responsible for much of that change. As president of CTCU, he worked to expand membership, modernize operations and develop that spirit of "People Helping People". Betty Fallos is now carrying on that tradition from the same office her father once occupied in CTCU's Gurnee branch.

The McCaughey family's involvement with Community Trust began in 1956 when Jay McCaughey was elected treasurer of what was then known as Warren Township



Betty and her father Jay McCaughey recently marked the occasion of Community Trust's 75<sup>th</sup> Anniversary of service to area residents by looking back at their family's role in the development of one of Lake County Illinois' oldest not-for-profit financial institutions.

*Continued on Page 2*

*"My parents taught me to treat people the way you would like to be treated, and to never take anything for granted," said Fallos. She learned this and many other lessons early in her career with CTCU. Betty took several years off to raise her own children before being enthusiastically welcomed back to Community Trust. "I have an open door policy for both members and our staff. Maybe that's because I still remember the days when people would knock on our kitchen door to drop off a loan payment."*

— Betty Fallos  
Gurnee Branch Manager

### PRESIDENT'S CORNER

by Madeline Lipka

You've probably heard some new words popping-up on the news. Words like "inflation" and "recession" may seem new to our younger members, but to those of us who have been around a while we know that these times call for sound financial decisions. I'm glad to say that CTCU has benefited from our sound financial decisions made over the past few years. We're solid and secure thanks to the direction of our board of directors and management team.



So what does this mean to you?

It means that you're a member in a credit union that is federally insured. We're growing — but not too fast. We have the financial tools to offer you great products — without being overly-aggressive and risky. It means you're part of a credit union that is celebrating 75 years of service and will be here to serve you whenever you need us.

Now, on to the fun stuff: Our new facility in **Lake Villa** is nearing completion. Plans for a grand Grand Opening are in the works, and we're looking forward to seeing you at the new branch.

We have two special promotions for you this Spring. Our **Zero% Auto Loan Sweepstakes** was so popular last year that we brought it back for 2008. There's also the **Home Equity Choice** promotion which allows you to tailor a home equity product to meet your needs.

*Continued on back page*

### WIN A ZERO % AUTO LOAN

[ WE DID! ]

Story on Page 2



# ZERO RETURNS THIS SUMMER

**The Return of ZERO!** No, it's not a sequel to a comic book-turned-movie blockbuster, but you might like it just as much. It's CTCU's Zero% Auto Loan Sweepstakes and this is your chance to win!

**Here's how:** New vehicle loans financed directly through CTCU from April 1st to June 30th, 2008 qualify to win. One qualified entry will be selected at random from all qualified entries and that member will receive their loan at 0% APR.\*

If you're planning a vehicle purchase this Spring or even if you're just kicking the tires right now, remember: to win the Zero% Auto Loan Sweepstakes you must finance directly through Community Trust Credit Union. So get pre-approved today.

**Applying for a loan at CTCU is easy.** You can go online at [www.CTCU.org](http://www.CTCU.org). You can call the Anytime Loan Line at 1-800-837-3059. Or stop by any CTCU branch. Do it today!

\*APR = Annual Percentage Rate. CTCU will randomly draw one auto loan closed between April 1st, 2008 and June 30th, 2008 for a 0% APR auto loan. Odds of winning dependent on closed loans during the term of the promotion. Auto loans currently financed at Community Trust Credit Union are not eligible. Auto loan must be originated directly with Community Trust Credit Union. If the loan becomes greater than 60 days delinquent, then the rate will be increased back to the original APR for the remaining term of the loan. Staff and immediate family members of CTCU and its contracted representatives are not eligible to win. Contest ends June 30, 2008. Winner will be contacted by phone on or about July 15, 2008. Winners name will be posted on [www.CTCU.org](http://www.CTCU.org) on or about July 15, 2008.

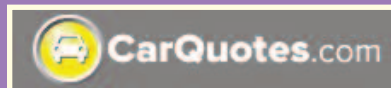
## Who Wins Those Contests?

Members just like you. Scott and Charlene weren't even thinking about entering a sweepstakes last Summer. They were just looking for a good new car. Scott drives a vehicle from work, so this new car was for Charlene. They found their KIA Amanti and loved it. Luckily for them, they financed directly with CTCU during last year's Zero% promotion. Soon afterwards, they found out they won. It's been smooth driving for them ever since.



## Did you know:

*CTCU and CarQuotes can help you save hundreds, even thousands with pre-negotiated pricing on new and used vehicles. Visit [www.CTCU.org](http://www.CTCU.org) and click on the CarQuotes*



*link or contact a Member Service Officer at 847-662-2050 for a great deal and unbelievable financing options!*

*2007 Winners Charlene and Scott of Lake Villa say "We won. You can too." They won last year's Zero% Loan Sweepstakes and are still enjoying their new car. "You mean 'my' new car — he keeps it clean for me," joked Charlene. "She's right," confirms Scott, "and we're saving every month with the no-interest loan we won from CTCU." The happy couple are long-time CTCU members. Look for them to appear in our newspaper advertisements for the ZERO% Auto Sweepstakes.*

## FATHER'S FOOTSTEPS

[ CONTINUED FROM PAGE 1 ]

Credit Union. Back then, much of the work was done at home spread across the dining room table. It wasn't long, though, before the fledgling operation outgrew its home-spun beginnings, but it never diverged from Jay's goal of serving members.

"I got into the credit union business because I wanted to help people," said Jay McCaughey, who was president of CTCU for over 40 years. "Over the course of my career, we added new

loans and deposit products and valuable member services that banks couldn't match. Everything we did was for the purpose of living up to the credit union's name - Community Trust."

Betty's journey to the branch manager's desk began many years ago. Much of her free time in high school was spent working as a teller back when the credit union occupied a small store front on Old Grand Avenue. There she learned the day-to-day workings as well as the

credit union values that she still applies in her job today.

Along with having his daughter, Betty, follow him into the credit union business, McCaughey is also proud to have been the person to hire CTCU's current President, Madeline Lipka. Jay's now satisfied that CTCU is in good hands.

Jay McCaughey lives in Gurnee with his wife, Elaine, and enjoys frequent visits with his credit union friends and family.

# LAKE VILLA GRAND OPENING

No doubt you've seen it. — the newest CTCU branch is under construction at the corners of Deep Lake and Grass Lake Roads. Despite a severely cold and snowy winter, work is nearing completion.

The Lake Villa Branch is just over 4,000 sq. ft. with ATM, night deposit, safe deposit boxes, and an ADA-compliant teller station. The reception desk is situated near the sun-filled entrance which is lit from windows above in the tower. Members can relax in the comfortable lobby, enjoy the coffee service or access their accounts via e-Branch on one of the public computer terminals.

## Lake Villa Goes to the Movies—a very grand Grand Opening

The anticipation is building for our movie-themed Grand Opening. It's sure to be a star-studded, red carpet Premier. Stay tuned for all the facts coming soon.

Find out more information when you visit a CTCU branch, or in your monthly statements, and on [www.CTCU.org](http://www.CTCU.org).

## Lake Villa Happenings—St. Patrick's Day Parade in Lake Villa

On Saturday, March 15, the CTCU team began the St. Patrick's Day Parade in Lake Villa. It was our first time participating in the event and though the weather was cold, the reception from people along the route was warm and welcoming. CTCU staff led by Lake Villa branch manager, Nikki Grover, handed out green shamrock lollipops to kids of all ages. Special four-leaf clover-shaped magnets announcing the latest details of the new branch opening were also distributed. Thank you, Lake Villa, for the great reception. Hope to see you all at the new branch.



Lake Villa branch tellers, Kelsey Canfield (left) and Aggie Panzarino discuss the parade route with CTCU mascot, Max.

# CUSTOMIZE A GREAT DEAL ON YOUR GREATEST ASSET.

HEY, IT'S YOUR HOME EQUITY, YOUR CHOICE.

THE GREAT DEAL. TWO GREAT OPTIONS.

COMMUNITY TRUST CREDIT UNION

WE CAN DO THAT.

Watch the mail and newspapers for our Home Equity Choice messages featuring Martha Schmidt, Teller, and Lanora Rodriguez, Member Service Officer.

Nothing is perhaps more personal to us than our homes. We decorate them inside and out to show our personal style. Our home is part of every holiday, every family milestone. To a homeowner a house is more than sticks and bricks; it's their biggest investment and their best financial asset. Using your home's equity is an equally personal choice. It's not a one-size-fits-all deal.

Community Trust now allows you to customize the way you tap your home's equity with special terms on both Home Equity Lines of Credit and Home Equity Loans.

## Line or Loan— What's the difference?

A Home Equity Line of Credit (HELOC) from CTCU is a flexible, variable-rate loan that allows you to use your equity only when you need it and to make interest-only payments only on the amount you use. Rates are lower than most credit cards and are always below prime. A HELOC may also provide a substantial tax benefit. See your tax adviser for more information.

A Home Equity Loan at Community Trust gives you a fixed monthly payment and a fixed rate. A home equity loan could be your favored method for paying off high-interest credit cards in one lump sum and

then repaying the loan over a fixed number of months. A Home Equity Loan may also provide a substantial tax benefit. See your tax adviser for more information.

## Customize an even better deal.

For a limited time, CTCU is offering special terms on Home Equity Lines of Credit and Home Equity Loans.

Home Equity Lines of Credit are now available with a six-month intro rate of 3.49% APR which then adjusts to as low as 5.00% APR—.25% Below Prime.\*

Home Equity Loans are available as low as 5.99% APR and you make No Payments for 90 Days.\*\*

**Both are great deals.** Both are great ways to tap your home's equity. Which is best for you? Contact a CTCU Member Service Officer to explore the possibilities.

\*APR = Annual Percentage Rate. Introductory Rate of 3.49% is fixed for 6 months from the initial advance. After 6 months the rate becomes variable and adjusts monthly based on the Prime Rate as established in The Wall Street Journal 10 days prior to the scheduled rate change date. The Prime rate in effect as of March 18, 2008 was 5.25%. Combined loan to value must be 90% or less. Applies to a minimum advance of \$5,000 for a new home equity line of credit or \$15,000 for an existing home equity line of credit. Call us for rates pertaining to loans to values over 90%. Lifetime floor is 3.00% and cap of 18.00%. Lines of credit range from \$5,000 - \$500,000. Lines from \$5,000-\$49,999 will be at Prime minus 0.05%,\$50,000-\$99,999 will be at Prime minus 0.10% and \$100,000-\$500,000 will be at Prime minus 0.25%. Appraisal fee may be required. Limited time offer.

\*\*APR = Annual Percentage Rate. Rate of 5.99% is fixed for 1 to 5 years from the start of the loan. Applies to loans with an LTV (Loan To Value) ratio of no more than 80%. Contact Community Trust Credit Union for rates pertaining to loans with LTV ratios over 80%. No payments are due for 90 days from the disbursement of the loan. Interest accrues during 90-day promotional period. Monthly payments begin after end of 90-day promotional period. This is a closed end, fixed rate Home Equity Loan. Appraisal fee may be required. Limited time offer.

# EMPLOYEE NEWS

## CTCU Employee receives 2007 National Marine Reserve Family Readiness Award

In a ceremony at the Pentagon, CTCU employee, JoAnne Welton and other members of her Marine Division Family Readiness Team received the "Reserve Family Readiness Award." This prestigious, nationwide award is presented each year to one unit from each branch of the military to recognize their contribution in preparing soldiers' families for the rigors of deployment. JoAnne is well-aware of what family members face while their soldier is overseas. Her husband, Gunnery Sergeant Nathan Welton (Nate), is currently on his second deployment in Iraq.

"We help make family life better by reducing worry both for the Marine and for his or her family members," explained Welton. "This way our Marines can keep their mind on their job and their own safety."



*JoAnne Welton (seated) is welcomed back from her trip to the Pentagon where she received the "Reserve Family Readiness Award." Marcia Fox (left) and Joanne Alvarez*

## ANNIVERSARIES

Martha Schmidt	January 4th	12 years
Jan Levandowski	January 10th	3 years
George Martin	January 23rd	2 years
Michele Lipka	February 5th	7 years
Rhonda Harden	February 17th	2 years
No anniversaries in March.		
Wendy Gee	April 15th	14 years
Cindy Humphrey	April 22nd	6 years
Lanora Rodriguez	April 24th	2 years
Mike Drennan	April 25th	7 years

## PRESIDENT'S CORNER

[ CONTINUED FROM PAGE 1 ]

The year 2008 finds us well-positioned to thrive despite the economic changes ahead, but we continue to need your support to grow. We will continue to focus on rewarding and encouraging members to take advantage of all our products and services by offering discounts and specials to members who support the credit union by using CTCU for all their financial needs.



## Calendar

### Spring

Round Lake Beach Business Expo will be held at the Round Lake Beach Civic Center on April 19. Stop by and meet the CTCU staff.

### Memorial Day – Monday, May 26<sup>th</sup>

All branches closed.

**Lake Villa Branch Grand Opening – watch for more news about exciting events and special offers.**

### Summer

### Independence Day – Friday, July 4<sup>th</sup>

All branches closed.

Member Appreciation Day – Join us for the official 75<sup>th</sup> Anniversary Celebration on July 19<sup>th</sup> at the main office in Gurnee.

Relay For Life Walk will be held July 12 at Warren H.S. (O'Plaine) in Gurnee. Come out and support the CTCU team as they walk for a cure.

## Offices

1313 Skokie Highway  
Gurnee, IL 60031  
1263 N. Route 83  
Grayslake, IL

## Opening Soon

1380 Deep Lake Road  
Lake Villa, IL 60046

## Phone Services

Contact us at: 847-662-2050  
Toll-free 877-342-4788  
(outside of 847 area code)  
Any Hour Loan Application  
1-800-837-3059

ART – Audio Response Teller  
847-662-7346  
Toll-free 877-457-7553  
(outside of 847 area code)

## Office Hours

Lobby  
Mon - Thur 9:00 a.m. - 5:00 p.m.  
Fri 9:00 a.m. - 6:00 p.m.  
Sat 8:00 a.m. - noon  
Drive-up  
Mon - Thur 7:30 a.m. - 6:00 p.m.  
Fri 7:30 a.m. - 7:00 p.m.  
Sat 8:00 a.m. - noon

## Board of Directors

Edward Clark, Chairman  
Shawn Depke, Vice Chairman  
Elmer (Bud) Reed, Secretary  
Don Fontana, Treasurer  
Gilbert Bennett, Sr.  
Linda Wegge-Slipke  
Gerald Crews