

FINANCIAL FOCUS

ISSUE 2 2009



CTCU.ORG



**DUCK,
DUCK,**



GOOSE *egg?...*

Book your loan with Community Trust Credit Union between April 6th and June 12th and receive an additional 1% discount off the lowest rate you qualify for.

Draw a Goose Egg (and get a zero percent rate)!

When you book your loan at CTCU, you will draw for a duck that will have a number written at the bottom of it and possibly a bonus prize. Bring your duck to Member Appreciation Day on Saturday, June 13th at the Gurnee Office and your "lucky" duck will go into a drawing for a chance to win a 0% auto loan. Drawing will be held at 11:30am.

*APR = Annual Percentage Rate. All rates subject to change without notice. Rate may be higher dependent on borrower's credit history, income and other factors. CTCU will randomly draw one auto loan closed between April 6th, 2009 and June 12th, 2009 for a 0% auto loan. Drawing will be held at Member Appreciation Day on June 13th, 2009 at 11:30am. You must bring your duck you received when you booked your loan to qualify for the drawing on June 13th. Odds of winning dependent on closed loans in a given month. Auto loans currently financed at Community Trust Credit Union are not eligible. Auto loan must be originated at Community Trust Credit Union. If the loan becomes greater than 60 days delinquent the rate will be increased back to the original APR for the remaining term of the loan.



MEMBER APPRECIATION

CTCU will be celebrating Member Appreciation Day on Saturday, June 13th.

We invite you to join us at our Gurnee Office (on Skokie Highway) between 9 a.m. and Noon. We will have food and fun for all ages. Adults will be able to spin the wheel to win various prizes and all children will be entertained by a balloon sculptor.

We hope that you'll join us for Member Appreciation Day!

PRESIDENT'S MESSAGE *by Madeline Lipka*



CTCU...AN INSTITUTION YOU CAN TRUST

I want to take this opportunity to remind you that your funds are federally insured up to \$250,000 by the National Credit Union Share Insurance Fund (NCUSIF) which is backed by the full faith and credit of the U.S. Government; in addition, your IRA funds are insured separately for the same amount. As an added measure of security, we provide you with free excess share insurance which covers your savings/IRA deposits for an additional \$250,000.

While community credit unions such as Community Trust have not been immune to the national economic downturn, our capital is strong at over 8.5%, our lending is sound, and we are well positioned to weather the current turbulence affecting our nation's economy. You can look to us for affordable access to credit and we will continue to actively lend this year. Retail credit unions, like ours, continue to be complimented across numerous media venues as a safe haven for consumers just like you and I.

So, the next time someone asks you about your financial institution – let them know that you own it and are confident that your money is safely invested with a credit union you can trust. Tell your friends, neighbors and co-workers about Community Trust Credit Union.



CTCU CELEBRATES ST. PATRICK'S DAY

On Saturday, March 14th, Community Trust Credit Union handed out suckers and beads at the downtown Lake Ville St. Patrick's Day Parade. We had a terrific time! Thank you to everyone who came out.



AUDIO RESPONSE AND WEB SITE UPGRADE

Our 24-hour Audio Response Teller (ART) is getting a makeover this month and will soon be better than ever. ART is our FREE instant telephone system that gives you touch-tone access to your accounts. Get information about your account or perform financial transactions 24 hours a day, 7 days a week – including holidays. Call 847-775-1711 and check out the new features ART has to offer. You will be able to access both the older version of ART and the new version this month. Beginning in May, only the new system will be available.

ALSO – watch our web site at www.ctcu.org. We are getting ready to launch a new design for the web site. We hope that the new site will be ready by the end of April.

0% RATE vs. CASH REBATE

You're closing in on your car deal and you want to know what is best, the rebate being offered by the manufacturer, or the special interest rate?

When it comes to auto loans, you're better off coming to Community Trust Credit Union for your loan rather than financing through a dealer and passing up a hefty rebate. Here's why.

At a dealership . . .

- Only consumers with the very best credit history qualify for the 0% rate.
- Consumers must choose either the promotional rate or rebate – not both.
- Promotional rates only apply for short terms, usually 36 months or less.
- Promotional rates only apply to slower-selling vehicles or those currently in stock.
- Hidden application or prepayment fees substantially reduce savings.

With a CTCU auto loan, you pick the vehicle and available financing term. We automatically give you a low rate, and there are no hidden fees. Take a look at the example below and see just how much you could save on your next auto loan financed by CTCU. Apply now!

Dealer \$2,500 Rebate or 0% Financing?

You pay less by taking the rebate and financing through Community Trust Credit Union!



COMPARE!	\$20,000 Purchase		\$25,000 Purchase	
	Dealer	CTCU	Dealer	CTCU
Sale Price	\$20,000	\$20,000	\$25,000	\$25,000
Dealer Rebate	\$0	\$2,500	\$0	\$2,500
Amount Financed	\$20,000	\$17,500	\$25,000	\$22,500
Loan Term	36 months	36 months	36 months	36 months
Interest Rate	0%	4.50% APR*	0%	4.50% APR*
Monthly Payment	\$555.56	\$520.57	\$694.44	\$669.31
Total Payments	\$20,000	\$18,741	\$25,000	\$24,095
CTCU SAVINGS		\$1,259		\$905

GREED ISN'T ALWAYS BAD

By: Brad Jenks, Investment Manager

The billionaire investor Warren Buffett is credited with many great lines. One of his most famous is, "A simple rule dictates my buying: be fearful when others are greedy; and be greedy when others are fearful." I think it's clear that people are fearful at this point in the recession. The fear is so widespread that even the government bond traded negatively in 2008. That's bad news; but it's also good news, depending on your perspective.

New dollars invested into this market will most certainly have a huge opportunity to see large gains within the next 18 months. Money that is currently invested should be reallocated to best take advantage of the recovery that is already under way.

If you're like most investors, you probably have a bad taste in your mouth from this market. If you're like Mr. Buffett, you know that bad taste means it's time to be greedy. Don't just sit and wait for the market to recover before you take action. Come by our Investment Services office and see what options you have. We can help manage your brokerage accounts, IRAs, 401(k)s, Profit Sharing, SEP, 403(b)s, and any other retirement account. Now is the time to pull some weeds and plant some seeds!

RELAY FOR LIFE FUNDRAISER

Cancer touches more than just the people diagnosed. It has an impact on everyone around them. That's why the American Cancer Society strives to assist people fighting the disease through research, education, advocacy, and service. And that's why Community Trust Credit Union supports the American Cancer Society Relay For Life. Relay For Life brings together millions of people to raise money to help prevent cancer, save lives, and diminish suffering from the disease.

CTCU will be participating in the Gurnee/Wadsworth Relay For Life on Saturday, July 11. Our team is currently accepting donations, and we hope that you will help us meet our fundraising goal. We also want to thank all of our members who helped raise money for Relay For Life with our Valentine's Day bake sale.

Your support brings us closer to realizing these challenging goals and makes a difference in the fight against cancer! Visit the credit union for more information about how you can help.



HOLIDAY CLOSING

Community Trust Credit Union will be closed on Monday, May 25th for Memorial Day.



SHRED DAY

Saturday, May 9th from 10 am - Noon at our Gurnee Office.

SIX FLAGS TICKETS

Get your discounted Six Flags Tickets for the 2009 season by visiting the credit union. Daily tickets are \$32 and the season passes are only \$72.09. Tickets are available at all locations.

INACTIVE ACCOUNTS

Community Trust CU Members who don't use any other services except a small savings account (under \$500) and haven't had any activity in that account for one year, will be assessed an inactive account fee of \$10 per month. If your account falls into the category, there are several ways to avoid the charge:

- Make a deposit at least once during the calendar year or increase your balance to over \$500.
- Open a new CTCU Checking, VISA or loan account.
- Transfer remaining funds to another type of CTCU account and close the inactive account.

We understand that no one likes a charge, but in fairness to our members who are actively using the credit union, we need to take this step. Thank you.

IT'S PRIME TIME FOR A CTCU HELOC OR VISA GOLD

It's tough out there. Big banks are struggling. The economy is in a down-turn. So where can you turn?

CTCU has the answer. It's a terrific time to take advantage of our low rate Home Equity Line of Credit and VISA Gold Card. Both of these products are tied to the prime rate, which is currently at its lowest point since 1955!



HOME EQUITY LINE OF CREDIT

As low as Prime - .25%
Currently as low as 3.00% APR!

VISA GOLD

Only Prime + 2%
Currently 5.25% APR!

Hurry! Take advantage of these products now, while the prime rate remains low. Apply online at www.ctcu.org, give us a call, or stop in for more information.

SCHOLARSHIP APPLICATIONS RECEIVED

We are in the process of reviewing all of the scholarship applications that we have received. We certainly have some qualified applicants this year! CTCU will be announcing the scholarship winners in the next newsletter. Winners will be notified by their school. Thank you to everyone who submitted an application. We wish you the best of luck.



Financial Focus is published quarterly for the members of Community Trust Credit Union.



OFFICES

1313 Skokie Highway
Gurnee, IL 60031

1263 N. Route 83
Grayslake, IL

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

Madeline Lipka, President
Edward Clark, Chairman
Shawn Depke, Vice Chairman
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Don Fontana, Treasurer
Gilbert Bennett, Sr.
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