

SOAR INTO SAVINGS

TAKE OFF WITH YOUR CREDIT UNION MEMBERSHIP



SPRING 2019

One of the best parts about your credit union membership is the peace of mind you have when it comes to borrowing. Credit unions, unlike banks are here with your financial interests at heart. We exist for and by our members, so when it's time to borrow, you can rest assured that you are getting the best rates, terms, and very best personal service that we offer. If you're looking for a car, boat, home, ATV, or heck – even an airplane you can rest assured, knowing that we'll be by your side the entire transaction!

This spring, soar into savings by taking advantage of all your credit union membership has to offer. Whether you're in the market for something new, used, or need a better rate or payment, our team is here to make it happen. You'll be amazed at how easy it is to land in the collateral of your dreams.



EXTRA BARGAINING

The Power of a Pre-Approval

Shopping for a car can be overwhelming when facing the whit and fast-paced motions of a car dealership.

When you're ready to start shopping make sure Northern Skies is your first stop! In just a few minutes we an get you a pre-approval for a loan amount and interest rate that will give you the upper hand when negotiating with your car salesman.

GOOD FOR 60 DAYS



BUYING NEW VS USED

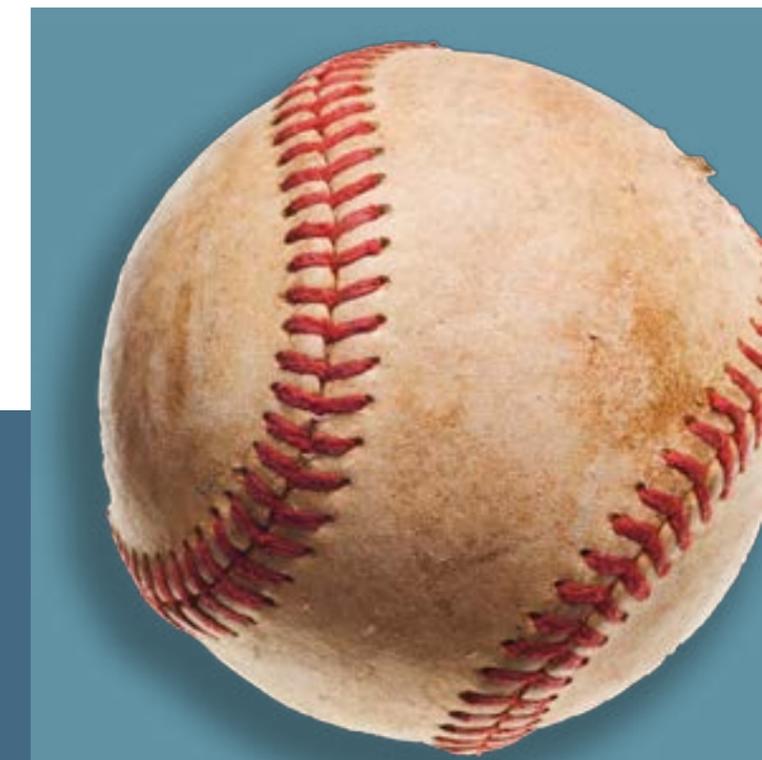
How do you decide whether to buy a new or used car? Unfortunately there is no one-size-fits-all answer. There are sound reasons to buy new and sound reasons to buy used. Some people buy used cars all of their lives and others prefer to buy new. It's an individual choice based upon many factors.

When it's time to purchase a car each of us must consider our financial and life requirements. Asking yourself the right questions and determining what is best for you will give you confidence when making the purchase and when opening your wallet!

For most people it makes more sense to buy a used car. Used cars tend to be less expensive than new cars and

to live without and could lessen the overall cost of the vehicle.

Once you've picked out your dream car make sure to compare options for protection as well. Credit unions offer cheaper options for GAP and extended warranty plans. Experts are ready to get you in the car of your dreams!



THE COST OF CARS

BORROW SMART

Purchasing a car is an exciting and costly time. During the process you will make multiple decisions that will impact your financial future. If you're taking advantage of a car loan to help with the cost make sure you go into it ready to borrow smart! How much you put down and how long you take to pay off the car have a big influence on what the car actually costs.

Let's clarify a few terms first:

MSRP This is the car's base price. It does not include accessories and or options and delivery or destination charges.

Sticker price This total price is what the dealer would like you to pay. It includes the MSRP, accessories and/or options and delivery or destination charges. Keep in mind that the sticker price doesn't include tax, title or registration fees.

These terms are important when negotiating the price of the car as well as how your loan to value is calculated.

When buying a car, most consumers will make a down payment and then finance the balance by making monthly payments until the remainder of the loan is paid in full. Interest will be charged on your loan so it's wise to put down the highest amount you can afford.

Let's take a \$15,000 car. You put 20% or \$3,000 down, so the remaining cost is \$12,000. That's the amount that your monthly payments are based on. If you get a 6% interest rate, and you pay the car off in three years, you'll pay \$365 a month with total payments of \$13,140. With \$3,000 down, your \$15,000 car cost you \$16,140.

If you increase the time to four years, the monthly payment drops to \$282, but you're paying a total of \$16,536 for the car. The math is simple: the longer you take to pay off the balance, the more the car will end up costing.

There is no wrong decision whether or not to extend the term. While some like to save month to month with a longer term others like to save by actual cost with a shorter term. However, if you have decide a longer term is for you be sure it's not so long that you are paying unnecessary interest.

in some cases you might not even need a loan. Insurance payments on a used car will also be less expensive. But it's important to consider the disadvantages as well. You'll have an increased risk of mechanical problems and your choices may be limited as far as specific color, make, model, and features. If you are leaning towards a used car remember to research your car choices, get preapproved for a loan, test drive the cars, and negotiate the price.

Buying a brand new car should never be an impulsive buy. Consumers will find themselves at a better place financially if a down payment or trade in is an option. It will also help with the depreciation of the vehicle.

Once you've decided that a new car is right for you, research your car choices, research your car prices, and get pre-approved for a loan. It may be a good idea to go ahead and get some quotes from different insurance agencies as well!

From there you can focus on the fun and customizable experience of buying a new car. You get to pick the year, make, model, color and features you want. Be sure to determine which features are must haves before speaking with a car salesman. Some features you may be able

Be covered when life throws those not-so-fun curveballs your way

Mechanical Breakdown Protection, or MBP is essential when owning a vehicle. MBP will not only cover unexpected costly repairs, but will also replace your keys if lost, and cover towing and lodging if you're stuck too far from home.

And, even if you own your vehicle free and clear or if it isn't financed with us, MBP coverage can still be added to it!

If car troubles end up being a little more than a repair, make sure you've got Guaranteed Asset Protection or GAP. Insurance companies won't always pay the entire balance of your loan if your car is totaled. That's where GAP steps in and can significantly reduce or eliminate the remaining balance after your insurance payment.

Call our loan department today to make sure you're covered for life's curveballs.

Credit Unions Celebrate Youth April 2019

We often look at pictures to remember the past, but are you ready to picture your future?

For children and teenagers, the future brings limitless possibilities. Financial education from your credit union can be instrumental in helping them achieve their goals. This April, celebrate National Credit Union Youth Month with our 2019 theme:

"The future is yours... **Picture it! Save for it! Share it!**"

Together, we're encouraging young members to express themselves through photography, sharing their visions for their own financial futures so we can help them get there. By staying true to credit union philosophy in an engaging new way, we can set our young members on the path to financial awareness and security.

Get involved today by using the Twitter hashtag **#CUYouth-Month** to let everyone know how your credit union is making a difference in young members' lives.

Be sure to stop by one of our branches during the month of April to:

- ◆ Enter the Youth Saving Challenge for your chance to win \$1,000!*
- ◆ Receive a FREE GIFT*

(*Gifts are limited to one per person. Must be under age 18 to participate. For contest details, visit <https://www.cuna.org/Shop/Marketing/Youth-Month/National-Youth-Saving-Challenge---Rules/>)

Please join us! We're committed to making an impact in the communities that we serve and would love to see you at any of the upcoming events!



Saturday, May 4th | 1pm
Anchorage Golf Course
 (3651 O'Malley Rd. Anchorage, AK)

Mark your calendars and plan to join us for our 15th year supporting this great cause!

For more information or to register, please visit one of our branches or www.alz-alaska.org/amblin-for-alzheimers.



May 4-5 | 10am - 5pm
FedEx Hangar
 (6050 Rockwell Dr. Anchorage, AK)

Alaska's premier, must-see aviation event with over 23,000 attendees, including pilots and aviation enthusiasts. Alaska is the "flyingest" state in the union with more pilots and aircraft per capita than anywhere in the world.



Friday, July 12
11:30 am - 3:30 pm
 (1001 E Benson Branch)

Grab the kids, your friends and even your co-workers, and bring them to our Benson branch to join us for food and fun!

We'll be grilling hot dogs, brats, and burgers, and will have all sorts of tasty fixins' too.



It's easier than ever to qualify for a Home Equity Line of Credit

HELOCs are a great, low-cost way to consolidate debt, renovate your home, or cover whatever costs life may bring your way. And, they can be approved, financed, and funded within a matter of days.

So, don't wait! Call us today to find out more.

THANK YOU



TO OUR MEMBERS, STAFF, & VOLUNTEERS

Our credit union is fueled by self-less and passionate individuals who share a commitment to the Credit Union Movement and who want to help make a difference in the financial lives of others.

As our institution grows, so does our commitment to providing the best service and opportunities to our members. We appreciate your loyalty and look forward to bringing all your dreams to life!

Holiday Closures

Memorial Day
 Monday, May 28

Independence Day
 Thursday, July 4

Locations:

1001 E. BENSON BOULEVARD
 1000 O'MALLEY ROAD

Lobby Hours:

MONDAY-FRIDAY 10AM - 6PM
 SATURDAY 10AM - 5PM

Drive-Through Hours:

MONDAY-FRIDAY 8AM - 6PM
 SATURDAY 10AM - 5PM

Deposits After Hours

CAN BE MADE SIMPLY
 AND SECURELY WITH OUR
eMobile APP

OR, PLACED IN ONE OF OUR
 SECURE NIGHT DEPOSIT
 BOXES OR ATMS

eNavigator Online Banking

www.northernskiesfcu.org

The Navigator Phone System

(888) 606-5227

Phone:

(907) 561-1407
 (800) 747-1407

Fax:

(907) 561-4005

Mail Correspondence To:

1001 E. BENSON BOULEVARD
 ANCHORAGE, ALASKA 99508

eMail:

info@northernskiesfcu.org

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Supervisory Committee
 Mailing Address:

3705 Arctic Boulevard, PMB MM
 Anchorage, Alaska 99503

eMail Address:

Sup.com@northernskiesfcu.org

CONGRATULATIONS



for 5 Years of Service
Vanessa Hansen!

Equal Housing
 LENDER

Your savings federally insured to at least \$250,000
 and backed by the full faith and
 credit of the United States Government
NCUA
 National Credit Union Administration,
 a U.S. Government Agency