

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. As a not-for-profit financial cooperative, we are owned by and exist for the benefit of our members. So, when it's time to borrow, you can be confident that you are getting the best rates, terms, and personal service that we can 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 for the entire transaction!

This spring, soar into savings by taking advantage of everything 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 your dreams become reality.

EXTRA BARGAINING

The Power of a Pre-Approval

Shopping for a car can be overwhelming when facing the intimidating sales tactics of a car dealership or even a private seller.

When you're ready to start shopping, make sure Northern Skies is your first stop! In just a few minutes, we can 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 vehicles all of their lives and others prefer to buy new. It's an individual choice based upon many factors.

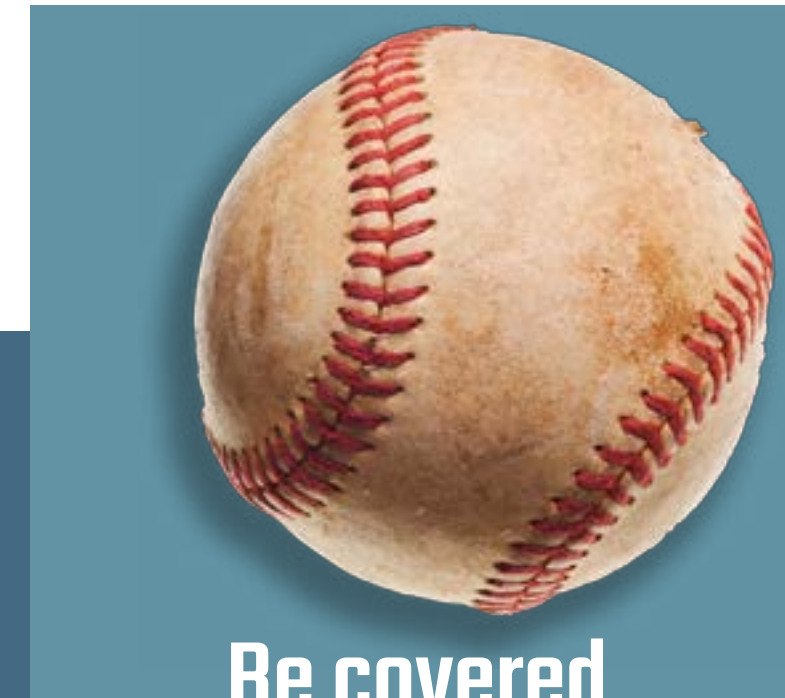
When it's time to purchase a vehicle, each of us must consider our financial, and life requirements. Asking yourself the right questions, and determining what is best for you, will give you confidence when making the purchase!

For some people, it makes more sense to buy used
(continued below)

speaking with a salesman. There may be some that you could live without that would lessen the overall cost.

Once you've picked out your dream car, make sure to compare options for protection as well. Typically, credit unions offer less expensive coverage options for GAP and MBP (see article below) than dealerships.

New or used, whatever you choose, our experts are here and excited to help you get into the car of your dreams!



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

Mechanical Breakdown Protection, or MBP, can bring great peace of mind when owning a vehicle. MBP will not only cover unexpected costly repairs, but it can also cover things such as key replacement, having your vehicle towed, or even lodging should you get stranded 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 your vehicle!

Unfortunately, there's always a possibility of damage that may happen to your vehicle resulting in an insurance claim. Depending on the costs of repairs and the value your insurance company determines your vehicle to be worth, there is the potential that they won't pay the entire balance of your loan if your car is totaled. That's where Guaranteed Asset Protection (GAP) can help to significantly reduce or eliminate the remaining balance after your insurance payment.

Call our loan department today to make sure you're protected for whatever comes your way.

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 (Manufacturers Suggested Retail Price) This is the car's base price. It does not include accessories, options, or delivery/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 total out-of-pocket cost would end up being \$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 on the overall cost with a shorter term. However, if you have decided a longer term is for you, be sure it's not so long that you are paying unnecessary interest.

vehicles which tend to be less expensive than new and may save you in insurance premiums as well. But, it's important to consider the disadvantages as well. You may have an increased risk of mechanical issues due to wear and tear, and your choices will be more limited as far as specific color, make, model, and features. If you are leaning towards a used car, remember to research your choices, obtain insurance estimates, get preapproved for a loan, consider a vehicle inspection by a certified mechanic, take it for a test drive, and don't be afraid to negotiate on the price.

Buying a brand-new vehicle should never be an impulse buy. Consumers will find themselves in a better place financially if a down payment or trade-in is an option. Doing either or both will reduce the amount you'd need to borrow, your payment, and the total interest for the loan.

Should you decide that a new car is right for you, be sure to research your car choices, prices, insurance estimates, and to get pre-approved for a loan. From there you can focus on the fun, and customizable, experience of buying a new car. You have more freedom to select the year, make, model, color, and features you want. Be sure to determine which features are must haves before



Credit Unions Celebrate Youth in 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/>)



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 or repair 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.

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 | 9am-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 Blvd. Anchorage, AK)

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

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

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 27

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

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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