

On the  
**MONEY**

SPRING 2008

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**Why the Mortgage Mess Matters**

**Stop Spending Money**  
for Your Money

**Running a Business?**

**The Cost of**  
Getting Married

**How to Teach**  
**Your Kids**  
to Save Money



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Whenever you see this symbol, call us for more information.



Experience the *TruDifference*



## A Message from the President & CEO

### A New Year, a New Outlook on Finances

Getting finances in line with future goals is a fairly common New Year's resolution. We're already several months into the year, which means it's a good time to step back and evaluate your progress. Even if you think you're doing well so far, it wouldn't hurt to have our TruWest experts give you a financial check-up. Our goal is to help you succeed financially. That's why I'm inviting you to contact us to review your options. Whether you have savings and investment needs, or you're looking to consolidate some debt – TruWest has an answer for you.

### Should I Get Pre-approved for an Auto Loan Before Shopping?

This is a frequently asked question among many members. Your safest option is to get pre-approved before starting to shop for a new car. It may be tempting to just go to the dealership to look and not buy, but it's best to wait until you are fully prepared to shop. I recommend that you start by establishing your budget. TruWest has an online calculator (see [truwest.org/rates/calculators](http://truwest.org/rates/calculators)) that helps you determine how much car you can afford. Once you narrow your search down to a few cars you like and can afford, call or visit TruWest to get pre-approved for your loan.

Most people understand that it's in their best interest to negotiate the cost of their vehicle, but did you know that a dealer can increase the interest rate they quote you to make up for a lower purchase price? Getting pre-approved for your loan before visiting the dealership can assist you in negotiating with the dealer and can help ensure you get the best deal on your financing.

Another good reason to get pre-approved with TruWest before you start shopping is that many consumers are enticed by dealerships offering teaser rates of 0% financing; however, only a small handful of buyers are eligible for these rates, which means your rate could end up being much higher. At TruWest, our auto loan rates are consistently low because of our TruDifference pricing.

### The Importance of Share Insurance

In this time of economic uncertainty, it's important for me to remind you that the safety and soundness of our member deposits are of the highest importance to TruWest Credit Union. Providing this exceptional level of coverage assists in our goal of gaining member confidence and providing a safer environment for their funds. That's why we offer share insurance at no cost to you on each of our member's deposits for up to \$100,000.

We also go a step further and offer excess share insurance up to \$250,000.

The company we use for our excess share insurance is ASI, a credit union-owned, mutual share guaranty corporation that has insured savings of credit union members since 1974. ASI is the largest non-federal insurer of deposits. Excess coverage is a unique product to the credit union industry. Only credit unions meeting the highest standards are eligible for this extended protection.

### Spring Has Sprung

I hope you enjoy your spring. Before you know it, we're going to be back to what we're known for during the summer: plenty of sunshine and grin-and-bear-it heat! Thank you for continuing to trust TruWest with your financial business. We truly value your membership.

Dan Desmond  
President & CEO



## Not Close to a TruWest Branch? No Worries!



Personalized service is a major benefit of banking at TruWest Credit Union, and you don't have to sacrifice convenience to get it. Take advantage of TruWest's shared branching services through CU Service Centers, and you can access your account at any of the 2,300 credit union branches nationwide.

CU Service Centers' National Shared Branch Network links participating credit unions electronically, allowing credit union members to make "branch transactions" even at a branch that doesn't belong to TruWest. This is a huge benefit to TruWest members who travel, whose workplaces don't coincide with our branch locations, or who simply enjoy the convenience of expanded access. Wherever you are across the country, chances are good there's a shared branch near you.

Shared branching is yet another example of credit union membership offering the best of both worlds – individualized attention and nationwide availability. The cooperative spirit of credit unions allows them to work with each other in ways that competing banks typically do not. How can you tell which credit unions offer shared branching? Look for the "CU Swirl" logo on the door of any credit union branch. At a "CU Swirl" shared branch location you can:

- Make deposits and withdrawals
- Make loan payments
- Receive loan advances
- Access VISA® or MasterCard® funds

Many shared branches also offer transfers, statement histories, money orders, traveler's checks and notary services. Since services vary from one location to another, check with individual branches before your visit for a complete menu of available services.

Access to shared branching is just another complement to CO-OP Network's 25,000 conveniently located, surcharge-free ATMs. To find a CU Service Centers location near you, visit [truwest.org](http://truwest.org) and use the convenient shared branch locator.



## Our Mesa Branch Has Moved

If you haven't already had a chance to stop by, our Dobson & Main branch is now open. Come check it out!

1982 W. Main St.  
Mesa, AZ 85201

(Located on the northwest  
corner of Dobson and Main)



## What Would YOU Do with 1 Million Reward Points?



Congratulations to Donald Dawson of Gilbert, Arizona! He is the newest winner of TruWest's Million Reward Points giveaway. Be sure to stay tuned for the announcement of our next winner!

### How to Enter\*

- Transfer a balance to your TruWest Platinum Points Visa®, and you'll get one entry per dollar transferred. (This is a great deal! Other companies don't typically offer rewards like this for balance transfers.)
- Use your TruWest Platinum Points Visa card for your shopping, eating or general merriment, and earn one reward point AND one entry into the drawing per dollar you spend.

### Don't Have a TruWest Platinum Points Visa?

No worries! Call 480.441.5900 (AZ) or 512.996.4000 (TX) to apply.

\* Must be 18 years of age or older and a legal U.S. resident to participate. Promotion period: April 1, 2008, through June 30, 2008. After June 30, all entries will be cleared and will start over beginning on July 1, 2008. Entry in this promotion or acceptance of any prize constitutes acceptance of the official rules. Contact the Credit Union at 800.528.1441 for a copy of the official rules. Drawing for prize will be held in July 2008. Winners will be notified by phone or e-mail. Winners are responsible for any applicable taxes or other expenses related to any prize awarded. Visit [www.millionrewards.org](http://www.millionrewards.org) for the complete official rules.



## Why the Mortgage Mess Matters

When news of the dramatic rise in home foreclosures first broke in 2007, few could have predicted the tidal wave that has shaken the housing market, the credit industry, the stock market and even consumer confidence. Even those Americans who can comfortably make their mortgage payments have felt the effects of the subprime mortgage crisis – in their real estate dealings, loan requests and investment portfolios.

### How It Happened

The trouble began with the swift increase in housing prices across the nation. To keep homeownership accessible to consumers, lenders relaxed their guidelines, often giving borrowers' qualifications only a cursory review. Consumers with weak (subprime) credit were able to afford the American dream thanks to "exotic" loans with adjustable rates, interest-only periods and balloon payments.

And dream they did – until interest rates soared, leaving many borrowers scrambling to make the higher payments. Flattening housing prices didn't help. Many who tried to escape from soaring monthly payments by selling or refinancing their homes found that they owed more than the house could fetch in the depressed market.

### The Bigger Picture

Homeowners' inability to make their mortgage payments would seem like an isolated problem between the lender and the homeowner. But many mortgage lenders were eager to share the risk of subprime mortgages on Wall Street. Mortgage-backed securities, created by bundling together thousands of mortgages into a series of bonds, lured investors from around the world who wanted to cash in on the U.S. housing boom.

When homeowners began to default on their mortgages en masse, the bond issuers couldn't cover the interest payments and the bonds lost value. When banks responded by tightening credit, it hindered many corporate financing deals and led investors to seek safer options, which sent stock prices falling. Tighter credit also made it more difficult for consumers to secure a home mortgage, further depressing the housing market and aggravating the problem.

### Where Does This Leave You?

If you find yourself in a bind due to the "mortgage mess," TruWest has skilled Mortgage Professionals who will help you evaluate your loan and give you options for improving your financial situation. Call us today at 480.441.5900 (AZ) or 512.996.4000 (TX) for more information.



*Are you concerned about rising mortgage payments? TruWest's Mortgage Professionals are here to help.*

### *If Knowledge Is Power... Consider Yourself ARMEd*

If you think adjustable-rate mortgages (ARMs) are confusing, you're not alone. According to a recent survey conducted by the American Federation of Labor and Congress of Industrial Organizations (AFL-CIO), nearly half of homeowners with ARMs didn't know exactly how they work.\* Three-fourths of those surveyed also couldn't say what their new monthly mortgage payments would be after an interest rate adjustment.

An ARM differs from a fixed-rate mortgage primarily in that the interest rate on an ARM does not remain fixed for the life of the loan. Instead, it is adjusted periodically based on the movements of an index. ARMs typically have caps (minimums and maximums) on the amount the interest rate can change in each adjustment period and over the life of the loan.

Whether you're concerned about rising mortgage payments or would simply like to learn more about the various mortgage options available to you, TruWest's Mortgage Professionals are here to help. Call us today at 480.441.5900 (AZ) or 512.996.4000 (TX) to schedule your *free home loan consultation*.

\* Source: AFL-CIO press release, Oct. 15, 2007.



# The Right Credit Card Could be Your Answer to Debt Consolidation



Are you still trying to pay off your holiday debt? Chances are your holiday debt was added to pre-existing expenses, which means you could have several high-interest payments that are becoming more and more burdensome. A TruWest Visa® card is a great option for consolidating your debt into one affordable monthly payment.

## Hooked by a Great Offer

Many consumers are lured into applying for credit cards that ultimately turn out to be the worst cards they'll ever carry in their wallet. Sure 0% APR\* for six (or even 12) months sounds great. And so does 20% off your entire purchase. But what about after you finish enjoying your savings? Where does that leave your interest rate? And what about your default rate, annual fee and balance transfer fee?

It's very important to read the fine print before you sign on the dotted line. Many credit card companies bury their stipulations in small print somewhere on the application and/or card agreement. While TruWest puts our information in the same place, we're here to tell you that we really don't need to. TruWest has nothing to hide with our Visa card because it's a great deal no matter which way you look at it. Here are a couple of reasons why:

- **The default rate** – A default rate is typically listed in the "Other APRs" section of the fine print. The great rate you got on a balance transfer offer can disappear in a heartbeat if you are late (even by one day) on making a payment. Your rate can then skyrocket to the company's default rate which can range anywhere from 17.99% all the way up to 31.99%! TruWest understands that life can get busy. Just because you accidentally make a late payment doesn't mean you deserve to have your rate increased. That's why we will only alter your rate to our already-low normal purchase rate if you are 30 days late *twice* in 12 months. Most companies won't be as up front about their penalties, but we feel you have a right to know. We designed our "charges" to protect the Credit Union without nickel and diming you for small mistakes.

- **Balance transfer fee** – Most cards charge a certain percentage (typically 3% or 4%) of the transferred amount when you make a transfer from another card. Most often there will be a cap (maximum) on how much you will be charged, but watch out! Not all cards have a cap, which can make it pretty costly to transfer a larger balance. TruWest does not charge a balance transfer fee. Plain and simple!

## Start Down the Right Path

Part of TruWest's TruDifference is making sure we provide you with the information you need to make informed financial decisions. A TruWest Visa is the way to go if you want to consolidate your higher-interest rate bills and get a low rate and affordable monthly payment. While other companies say they are looking out for you and your money – *we're proving it*. Call today at 480.441.5900 (AZ) 512.996.4000 (TX) or visit [truwest.org](http://truwest.org) for more information on our Visa cards.

\* APR = annual percentage rate.



*TruWest has nothing to hide with our Visa card because it's a great deal no matter which way you look at it.*



# Stop Spending Money for Your Money



Spending hard-earned cash on yourself is one thing; forfeiting it to escalating ATM fees is quite another. Consumers who use an ATM at a bank where they don't have a checking account can expect to pay enough to finance a café latte at their favorite high-end coffee house each time they take out their money.

Using the wrong ATM often means paying a surcharge both coming and going. That is, the vast majority of banks charge non-customers for the privilege of using their ATMs. Additionally, most banks charge their own customers for using another bank's ATM. So not only are you getting charged a fee from the bank for not being one of their customers, but you can also get slammed with a charge from your own financial institution for not using one of their ATMs. How fair is that?

Because TruWest is a member of the CO-OP Network,<sup>®</sup> you won't ever have to pay a surcharge when withdrawing cash or making deposits at one of the 25,000 CO-OP Network surcharge-free ATMs nationwide. By partnering with the CO-OP Network, we want to make sure that you never have to pay outlandish fees to get your own money.

Of course, other institutions may still charge you for using their ATMs, so it's

important to use a TruWest Credit Union ATM or look for the CO-OP Network logo before you request at a non-TruWest ATM. If the ATM doesn't have the CO-OP Network logo, you may be charged by that bank or financial institution for using their ATM.

Through the CO-OP Network, ATM access is not only free, but also easy and convenient. With more than 25,000 locations, the CO-OP Network is one of the largest ATM networks in the country. Can you think of any other bank or financial institution that has more ATMs? CO-OP Network ATMs are everywhere! Partnerships with 7-Eleven stores and high-end grocery retailers around the country have enabled CO-OP Network to become a leader in providing convenient, in-store ATM access at locations where you live, work and shop.

It's this simple: You shouldn't have to spend your money to get your money.

To find a CO-OP Network ATM in your area just look for the CO-OP Network logo or visit [truwest.org](http://truwest.org) and click on the CO-OP ATM locator.

**GUILTY!**



# Running a Business? Keep TruWest in Mind



Many people think of a credit union primarily as a place to handle and maximize their personal finances. But we also offer many business products and tools to help businesses achieve more. And, because we are owned by members – not investors, as most banks are – we don't have to return profits to shareholders. Instead, we can concentrate on helping you boost the bottom line of *your* business.

## Time-Tested Tools

If you've already turned to TruWest for your personal finances, you know that the service is friendly and knowledgeable and the rates are often better than those found elsewhere. Why not put these same benefits to work for your business?

We offer services such as:

- ✓ Business Checking Accounts
  - Online business check and deposit ticket reorders
- ✓ Business Savings Accounts
- ✓ Business Money Market Accounts
- ✓ Business Loans
  - Lines of Credit
  - Commercial Real Estate Loans
  - Equipment Financing
- ✓ Business Visa® Cards
- ✓ Online Account Access

*TruWest offers many business products and tools to help businesses achieve more.*

Take advantage of these and additional tools to help improve your cash flow and grow your business. If you feel too busy to sort through all the options and find the ones that best fit your needs, rest assured. At TruWest, we can analyze your business needs and help you make the right decisions.

## You're Halfway There

You already know and trust us with your personal finances, so let us help you with your business finances, as well. Call today at **480.441.5900** (AZ) or **512.996.4000** (TX), visit us online at [truwest.org](http://truwest.org) or stop by a branch today.

## Tax Law Changes in 2008

Believe it or not, now is the time to strategize for a lower tax bill come April 2009. The following are three major tax law changes in effect this year:

- 1. Higher IRA contribution limits.** IRA contribution limits increase from \$4,000 to \$5,000 in 2008; the amount increases to \$6,000 for those age 50 and older (includes \$1,000 catch-up contribution).
- 2. Change in "kiddie tax."** In 2006, a law partially eliminated a tax break on custodial accounts, requiring a child's unearned income above \$1,700 to be taxed at the parents' rate until the child turns 18. A 2007 law broadens the cut-off age to include children ages 19 to 23 who are full-time students if their earned income is not more than half of their support. The inflation-adjusted amount of the child's unearned income to be taxed increases to \$1,800 for 2008.
- 3. Zero capital gains tax.** This year, certain taxpayers in the two lower income tax brackets will pay 0% in capital gains taxes on eligible investment sales.\* The 0% long-term capital gains tax rate applies to the sale of appreciated investments held for 12 months or longer and is available only to taxpayers in the 10% and 15% income tax brackets during 2008 through 2010. Note the 0% capital gains tax rate does not apply to children under the age of 18, or age 24 if a dependent student.

## Plan Ahead

Every year brings new opportunities to minimize your tax burden by making well-informed decisions. If you plan to sell investments or transfer appreciated assets to dependent children this year, be sure to check with your tax advisor for more information.

Please note that neither this financial institution nor any of its affiliates give tax advice. Please consult a tax advisor for information about your specific situation.

\* The 0% long-term capital gains tax rate is effective in 2008 through 2010 for qualified taxpayers in the 10% and 15% income tax brackets. Unless new legislation is passed extending it, the long-term capital gains tax rate will revert to 10% for taxpayers in the lower tax brackets and 20% for all other taxpayers in 2011.





# Investment Lessons from the Past Decade

If you've been investing for the past 10 years, you've experienced one of the most turbulent periods in stock market history. From a return of 33.4% in 1997 to a stomach-churning -22.1% in 2002, stocks have given investors a wild ride.\*

However, market cycles are nothing new. Consider the following lessons in dealing with market volatility.

**Lesson 1: Don't chase returns.** As you can see from the accompanying chart, different types of investments take turns leading the market. In most cases, if you try to chase returns, you'll end up selling when the market is dropping and buying when prices are going up – exactly the wrong approach. For example, suppose you decided to sell all your domestic stocks at the end of 2002. You would have missed out on the chance to reap a 28.7% return in 2003.\*

**Lesson 2: Practice asset allocation.** By spreading your investments among different asset classes (typically, stocks, bonds and cash equivalents), you may help moderate volatility in your portfolio. If stocks are up, bonds may be down, and vice versa. When determining your target asset allocation, consider your goals, timeline and risk tolerance.

**Lesson 3: Diversify.** Consider spreading your investments among different companies, industries and/or investment styles within each asset class. For example, you may want to include some large- and small-capitalization stocks, value and/or growth stocks and even some foreign stocks in the equity portion of your portfolio. (Foreign investing involves unique risks, including the chance of currency fluctuations, political or economic upheaval, differences in accounting standards and lack of

liquidity. A TruWest Financial Advisor can help you determine whether foreign stocks are appropriate for your portfolio.)

In the bond portion of your portfolio, you might consider including government and corporate bonds, as well as bonds of different maturities. Aggressive investors may even consider adding below-investment-grade bonds. So-called junk bonds generally provide higher returns, although at correspondingly higher risk.

**Lesson 4: Consider systematic investing.** Also called dollar-cost averaging, systematic investing involves investing the same amount of money at regular intervals, regardless of what the market is doing.\*\* Dollar-cost averaging helps take the emotion out of investing, since you don't change your investment strategy in reaction to market fluctuations. You also purchase more shares when prices are low and fewer when prices are high. Over time, the average price you pay for shares may be lower than the average price of the stock.

## Review Your Portfolio

No one knows what the next decade will bring. But lessons from the past can help you prepare for the future. A TruWest Financial Advisor can help you review your portfolio and develop a suitable investment strategy. Call today at **480.441.5900** (AZ) or **512.996.4000** (TX) to set up an appointment.

\* Source: "Stocks, Bonds, Bills, and Inflation 2007 Yearbook," Morningstar® Chicago. Based on large-company stocks as represented by the Standard & Poor's 500 Composite Index. Past performance is not an indication of future results. Individual investors cannot invest directly in an index.

\*\* Dollar-cost averaging cannot guarantee a profit or protect against loss in a declining market. Consider your ability to continue investing through market cycles.

## What Was Up and What Was Down: 1998 through 2007

The following chart illustrates how different types of investments took turns leading the market during the past decade. It's important to note that past performance is not an indication of future results.



Investment	Percent Return*										
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	
Domestic stocks	<b>28.60</b>	21.00	-9.10	-11.90	-22.10	28.70	10.90	4.90	15.80	5.49	
International stocks	20.33	<b>27.30</b>	-13.96	-21.21	-15.66	<b>39.17</b>	<b>20.70</b>	<b>14.02</b>	<b>26.86</b>	7.00	
Government bonds	10.20	-1.80	<b>12.60</b>	<b>7.60</b>	<b>12.90</b>	2.40	2.30	1.40	3.10	<b>8.83</b>	

\* Sources: For 1998 through 2006: "Stocks, Bonds, Bills, and Inflation 2007 Yearbook," Morningstar®, Chicago; For 2007: *The Wall Street Journal*, Jan. 2, 2008; and MSCI Barra, [www.msibarra.com](http://www.msibarra.com). Domestic stock returns as measured by the Standard & Poor's 500 Index. International stocks as represented by the MSCI EAFE® (Europe, Australasia, Far East) Index. Bond returns as measured by intermediate-term (maturity near five years) U.S. government bonds. Individual investors cannot invest directly in an index.

Not NCUA / NCUSIF Insured	Not A Deposit	No Credit Union Guarantee
Not Insured By any Government Agency		May Lose Value

## Check Out Our Great Rates



Did you know that credit unions are known for their great rates? It's part of what makes credit unions different from banks. Credit unions are not-for-profit, which means instead of using earnings to pay some bigwig stockholder, we take our earnings and give them back to *you*, our members, in the form of lower loan rates, higher deposit rates and lower fees. Plus, at TruWest, you'll experience the TruDifference, which incorporates our great rates, great products and great service with our culture of caring for our members, employees and communities. Visit [truwest.org/trudifference](http://truwest.org/trudifference) for more information on how we're making a difference.

### Dividend Rates Investment Certificates APY\*

(based on \$20,000 deposit)

6-month	4.00%
12-month	4.15%
24-month	4.20%
36-month	4.30%
60-month	4.50%

TruWest offers additional tiers, as well as higher yielding IRA Investment Certificates. A penalty may be imposed for early withdrawal. Fees could reduce earnings.

### Money Market Checking Minimum Balance APY\*

\$0 - \$9,999	1.10%
\$10,000 - \$24,999	1.50%
\$25,000 - \$49,999	1.80%
\$50,000 - \$99,999	1.90%
\$100,000 and over	2.00%

A minimum \$5,000 initial deposit is required.

### Money Market Maximizer Minimum Balance APY\*

\$0 - \$9,999	1.00%
\$10,000 - \$24,999	3.00%
\$25,000 - \$49,999	3.25%
\$50,000 - \$99,999	3.50%
\$100,000 and over	3.75%

A minimum \$1,000 initial deposit is required.

### Share Savings Minimum Balance APY\*

\$0 - \$4,999	1.00%
\$5,000 - and over	1.25%

A minimum \$25 balance in Share Savings is required to be eligible for other services.

### Loan Rates

Home Equity Line of Credit

As low as 4.49% APR Intro,<sup>†</sup>  
5.49% APR thereafter

### Mortgages

Fixed rates as low as 5.592% APR<sup>††</sup>

Adjustable rates as low as 4.683% APR<sup>††</sup>

For more rates or to apply for any of these products, visit [truwest.org](http://truwest.org) or call **480.441.5900** (AZ), **512.996.4000** (TX) or toll-free **800.528.1441**.

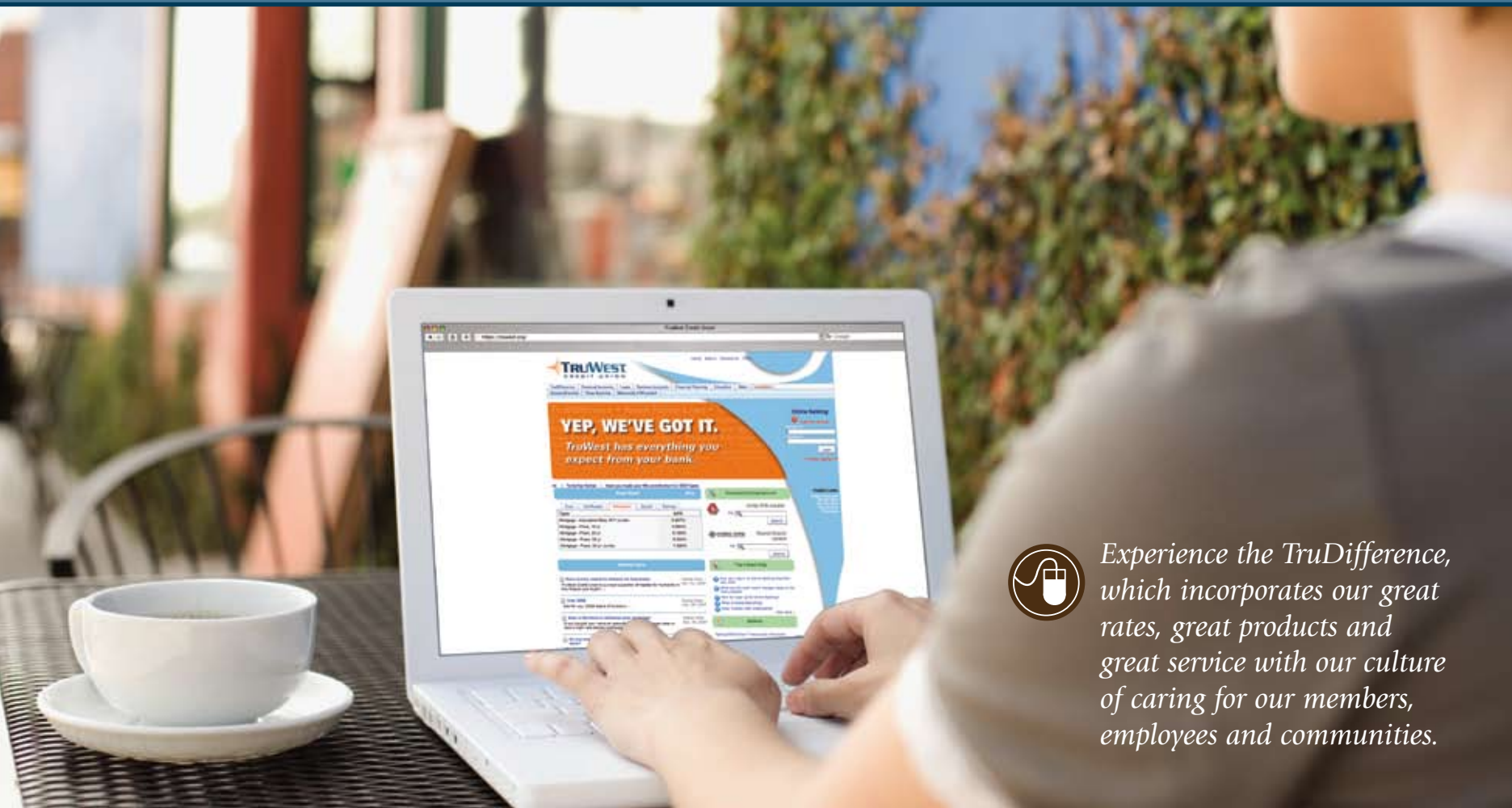
(Rates current as of Feb. 29, 2008, and are subject to change.)

A minimum \$25 balance in Share Savings is required to be eligible for other services.

\* Annual Percentage Yield (APY) is based on monthly compounding. Call 480.441.5900 or 800.528.1441 for applicable fees and terms.

<sup>†</sup> On approved credit. Six-month introductory rate is available for a maximum of 80% loan to value and a minimum loan amount of \$20,000 and is based on the loan term. Not available on existing TruWest home equity loans. The rate listed is fixed and reflects a 0.25% rate reduction for auto transfer payment and will increase if auto transfer payment is cancelled.

<sup>††</sup> On approved credit.



*Experience the TruDifference, which incorporates our great rates, great products and great service with our culture of caring for our members, employees and communities.*



## Spotlight on ... The Cost of Getting Married

Tying the knot in style ... the average cost of a traditional American wedding is \$22,000. 2.4 million weddings are performed in the U.S. each year, making it a \$50 billion-a-year business.

- Say cheese! The average cost of a wedding photographer/videographer is \$775.
- An engagement ring costs \$2,000 on average. Three-quarters of first-time brides will receive a diamond engagement ring.
- Here comes the bride ... the bride's wedding dress will cost \$800, on average.
- A rose by any other name ... wedding flowers, including the bouquets, cost \$1,300 on average.
- The average cost for a honeymoon is \$4,000. This is three times more than the cost of the average vacation. One third of newlyweds choose Hawaii for their honeymoon destination.

Sources: National Association of Wedding Ministers and Brides magazine.

## How to **Teach Your Kids** to Save Money

Many teens nowadays don't fully understand the value of earning and spending money. As parents, you can play a crucial role helping them learn about the importance of being smart with their finances. Starting the teaching process early in life can be very helpful in creating financially savvy teens – and ultimately financially responsible adults.

### Teaching the Financial Building Blocks

Here are some tips on how you can teach your children how to save money:

1. **Educate your children on the meaning of money.** Once your children learn how to count, start teaching them the importance of knowing what saving and spending mean. Be consistent with frequent lessons and explain to them in simple, fun ways to help them understand the information better over time.

*You can play a crucial role helping them learn about the importance of being smart with their finances.*

2. **Explain to them the value of saving money.** Help them understand its importance and how it will affect their lives. It is important that you entertain (or even elicit) questions from them about money to help the learning process.

3. **Teach them to earn their money.** By doing chores or helping a neighbor with yard work, your children can learn the concept of earning money, as well as the value of work.

4. **Teach them to save their money.** You can start your children off by giving them piggy banks where they can put their money. Watching the money in the piggy bank grow over time can show them that the more they save, the more they have. You can also open a savings account for them, such as TruWest's Share Savings account, and let them deposit their money. By keeping a record of their deposits and the dividends the account earns, your children can learn the value of belonging to a credit union and making the most out of their hard-earned money.

### Look to Us as Your Educational Resource

Money and saving is not something that is learned by children in one sitting. Spending time with your children teaching them and relating the value of money in all of their activities will be an ongoing project for you, but it will be well worth it in the end. If you have any questions on TruWest savings accounts, please call us today at 480.441.5900 (AZ) or 512.996.4000 (TX), or visit our Web site at [truwest.org](http://truwest.org).

experience the tru difference

Mortgage Closing Costs Comparison

**Save Big** with TruWest Credit Union

Fee	Average*	TruWest
Points .....	\$1,038.....	\$0
Administration fee .....	\$336.....	\$0
Application fee.....	\$205.....	\$0
Commitment fee.....	\$498.....	\$0
Document preparation.....	\$194.....	\$50
Funding fee.....	\$228.....	\$0
Mortgage broker or lender fee.....	\$839.....	\$0
Processing .....	\$320.....	\$0
Tax service .....	\$73.....	\$65
Underwriting .....	\$269.....	\$375
Wire transfer .....	\$31.....	\$12
Appraisal .....	\$327.....	\$350
Attorney or settlement fees.....	\$445.....	\$0
Credit report.....	\$29.....	\$18
Flood certification.....	\$17.....	\$0
Pest and other inspection .....	\$68.....	\$0
Postage/courier .....	\$45.....	\$50
Survey.....	\$174.....	\$0
Title insurance .....	\$605.....	\$899
Escrow fee .....	\$200.....	\$248
Recording fee.....	\$76.....	\$50
City/county/state tax stamps/intangible tax.....	\$1,339.....	\$0
<b>Total fees</b>	<b>\$7,356</b>	<b>\$2,117</b>

For more details on TruWest's mortgage program, call today at 480.441.5900 (AZ) or 512.996.4000 (TX).

\* Source: bankrate.com. Fees based on an \$180,000 loan.  
 † Taxes based on average Arizona property.

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