

CREDIT UNION RATES

SCHEDULE OF LOAN RATES

Secured Loans 75% and less Loan to Value	4.75% - 13.25% APR
Secured Loans 76% and greater Loan to Value	5.25% - 13.75% APR
Unsecured Loans.....	9.00% - 17.50% APR
Share Draft Checking Lines of Credit ...	9.00% - 17.50% APR
Share or Share Certificate Secured Loans.....	2.00% above share or share certificate rate
Home Equity Lines of Credit	Variable Rate indexed to the Prime Rate
Fixed Rate Home Improvement Loans ..	8.00% APR
First Mortgage Loans	Rates change daily

Applications available through First Class Mortgage. Please call credit union.

APR: Annual Percentage Rate

SHARE SAVINGS AND SHARE CERTIFICATES OF DEPOSIT RATES

1st quarter share savings dividend	1.51% APY
<i>Share Certificates of Deposit</i>	
90 days - 179 days maturity	2.01% - 5.35% APY
180 days - 364 days maturity	2.31% - 5.42% APY
12 months - 17 months maturity	2.45% - 5.45% APY
18 months - 23 months maturity	2.85% - 5.55% APY
24 months - 36 months maturity	3.35% - 5.65% APY

Share Certificate Rates are subject to change daily. Actual rate depends on amount invested. Please contact the credit union for current rates.

APY: Annual Percentage Yield

Monthly Prize Drawing

Every month we give away prizes and publish the names of the winners in the newsletter. This month's lucky adult winner of a "Credit Unions Care" cookbook is Lucy Wadnizak. Congratulations!

We'd like to remind our members that only credit union members are eligible for the lobby drawing. Family members who are not members of the credit union are not eligible for the drawing. Also, only members who actually visit the lobby of the credit union should have their names entered in the drawing. Please do not fill out entry forms for children or adults who are not present, as this is unfair to those members who do visit the credit union. All members who come into the credit union are welcome to enter the drawing. You belong here!

Check out the Credit Union's great rates!



Northland News



"You Belong Here!"

Monthly Publication of Northland Educators Federal Credit Union

April 2007

Upcoming Events

"Discover the Treasures at Your CU" Loan Promotion—
April 1-September 30

Employee Training—
May 17, 7:30-9 a.m.
Lobby & drive-up will open at 9 a.m.

Memorial Day—
Lobby and drive-up closed
on May 28

Application Deadline for
NEFCU Scholarship—
June 30

Car-Buying Tips From Your Credit Union

Spring is finally here, and many people are looking for a new set of wheels before summer.



Whether you're looking for a sports car or an SUV, a motorcycle or a minivan, a little preparation can save you money and headaches when the time comes to close the deal. Here are some tips to help you get the best deal on the best vehicle for you.

1. **Get pre-approved.** Pre-approval from your credit union lets you know how much you qualify to borrow, what your interest rate would be, and what you can expect for a payment. Pre-approval takes no more time than a standard loan application, and will allow you to go to the dealership secure in the amount you

can finance. This can give you extra bargaining power with the dealer.

2. **Make a budget and stick to it.** Once you get your pre-approval, decide how much you can reasonably pay within your own budget. Don't look just at the monthly payment amount, but also at the amount you would be paying over the course of the loan. Many dealerships and financing centers offer financing with low monthly payments, but the loan is spread out over a longer period of time, so you pay much more in the long-term. Be honest with yourself about how much you can afford. Your credit union loan officer can help you with this process.

3. **Shop based upon need, not emotion.** You may fall in love with a sleek red convertible, but that may not fit your needs or your budget. It

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Contact Information

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Fargo, ND 58105-5565

Phone: (701) 293-6132

Fax: (701) 232-3221

E-mail: northland@linkup.net

Lobby Hours:

M-F: 8:30 a.m. - 4:30 p.m.

Sat: Closed

Drive Up Hours:

M-TH: 7:30 a.m. - 5:30 p.m.

F: 7:30 a.m. - 6:00 p.m.

Sat: 9:00 a.m. - 1:00 p.m.



"DISCOVER THE TREASURES AT YOUR CREDIT UNION" WITH A CAR, BOAT, CAMPER, RV, OR TRUCK LOAN

APRIL 1 - SEPT. 30, 2007



Rates as low as

4.50% APR

Normal credit criteria apply.

- ◆ New money only
- ◆ Purchase or refinance from another financial institution only (internal refinance not eligible for giveaways)

TREASURE GIVEAWAYS!

- ◆ Loans greater than \$15,000—Entered into drawing for two \$1,000 loan payments by NEFCU (Drawing held at close of promotion.)
- ◆ Loans over \$5,000—\$40 GAS CARD
- ◆ Loans up to \$4,999—\$1.00 Gold Presidential Coin

Contact Northland Educators FCU at (701) 293-6132 for more details or apply online at www.northlandcu.org

www.northlandcu.org

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also helps to research things like gas mileage, maintenance costs, and insurance rates for the vehicle.

4. **Research the book value before you shop.** Dealerships will not tell you the list price or book value of the vehicle



they are trying to sell you. However, internet resources make it simple to find out a reasonable retail price before setting foot in the car lot. Lenders generally will only be able to finance up to the book value of the vehicle plus tax, title, and license. Northland Educators uses the NADA book values for used cars, and books are available for you to look through in the credit union lobby.

5. **Keep the purchase separate from a trade-in.** It's best to negotiate a fair price for the car you're buying before mentioning any trade-in. If the dealer asks you directly about a trade-in, you can tell them you still aren't sure. Making the purchase and trade-in separate transactions allows you to focus on getting the best possible price for both vehicles.

6. **Beware of dealer add-ons.** Read the fine print for any warranties or insurance your dealer tries to sell you. Some maintenance warranties cover things

like oil changes, but what you pay for the services out of pocket likely will not be as much as what you pay for such a warranty.

7. **Review all contracts closely before signing any thing.** Do not sign for any add-ons you did not agree upon beforehand. When you finance through your credit union, make sure Northland Educators FCU is listed as the lien holder on the purchase agreement and the application for title. Small mistakes can cost you time and money later, so double-check everything.

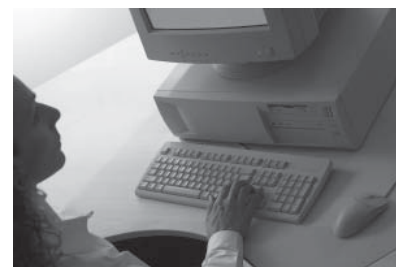
For additional information, you may wish to check out the following websites:

- www.autofinancing101.org—Americans Well-informed on Automobile Retailing Economics (AWARE) is a non-profit organization seeking to build greater understanding about how auto financing works.
- www.nada.com—NADA's website for researching book values for used cars.
- www.bankrate.com—Has numerous articles regarding car buying and financing.

If you have any other questions about the car-buying process, contact Northland Educators Federal Credit Union. We care about our members and want to help you get the best deal possible. You belong here!

Do your homework before purchasing that new vehicle so you can get the best deal!

E-mail Scam Targets Credit Union Members



Fraudulent e-mails claiming to be from the Credit Union National Association (CUNA) or from the National Credit

Union Association (NCUA) have been reported as circulating.

These phishing attempts claim to be official notifications that additional information is needed in order to provide members with secure service. In the case of the e-mail received by one of our members, a Case ID number was given in the subject line and in the body of the e-mail. The message states that access to the member's online account has been limited until additional security measures can be completed, and warns of potential account

closure if action is not taken.

In common phish procedure, the e-mail suggests clicking on a link to renew the online account or complete the verification process. The link then directs the user to a website that attempts to trick the recipient into providing sensitive information.

These e-mails are not from NCUA/CUNA or from Northland Educators Federal Credit Union. We would never send e-mails requesting your online login, password, or other personal information. If you have followed any such e-mail links, be sure to change the password and security questions for your Home Financial Services account immediately, and monitor your account closely for any suspicious activity. If you ever question whether an e-mail is from us, feel free to give us a call or send an e-mail to northland@linkup.net.

FOR SALE:

1998 Lincoln Towncar—white, 95,000 miles, good condition, \$5,500. **Frigidare Stove**—white and self-cleaning, \$100. **Refrigerator**—\$50. Call Dwain at (701) 730-3226.

Prom Dress—Beautiful Watter and Watters evening/bridesmaid dress. Style 6270, size 8, dark brown (cognac) color, strapless, two-piece tufted skirt. Never worn, still in plastic with tags. Paid \$240, asking \$100. For a picture, go to: <http://www.watters.com/product.php?coll=watters&style=6270> or www.watters.com and choose style #6270. Call (701) 238-8080.

1995 Bilevel Home—Located in south Fargo, 4 bedroom, 3 bath, 3-stall garage, 2,444 sq. ft., quiet street, no water problems, close to street and schools. Priced to sell at \$199,900, no specials. Call (701) 261-4795.

Computer Desk—27 1/2" W x 23 1/2" D x 27" H, slide shelf, heavy const., \$45. **Two Cream Swivel Rockers**—wing back, brocade fabric, \$45 each. Call (701) 239-1764.

2000 Crosley Shelvinator Refrigerator Unit—No freezer, excellent condition, 17.5 cubic feet, model WCR17E, \$250, or best offer. Please contact Ruth via e-mail at ruth.danielson@ndsu.edu.

Provided as a **FREE** service to our members. Ads should be submitted on 3" x 5" cards by the 20th of each month. The ads will run for two consecutive months unless we are requested to remove them sooner.

Solid Oak Entertainment Center—Holds up to 31" TV and plenty of room for electronic components and storage, \$150. Call Rian, (701) 364-0394. See the picture below.



WANTED:

Tilling—months of April-July. Call Orville or Mike at 293-7698 or 367-3286.

Honda CB 750 from 1969-1982 or Goldwing GL1000—Any condition. Call Jake at 793-5454.

BUY
SELL
TRADE
RENT

Attention Students: Scholarship Money Available



The deadline for Northland Educators Federal Credit Union's 2007 scholarship is approaching quickly. Credit union members who are currently high school seniors or college freshman may apply. Applicants may choose from two essay topics: discussing either identity theft prevention or the benefits of credit union services. For more information or for an application, call or stop by the credit union. All applications must be received by **June 30, 2007**.

Apply today for a scholarship from your Credit Union! The deadline is fast approaching.

E-Statements Now AVAILABLE!



Northland Educators Federal Credit Union is so excited about the latest addition to our "family" of services that (for a limited time) **WE WILL PAY YOU \$5** when you sign up to receive your monthly or quarterly statement electronically instead of on paper. Call us at (701) 293-6132, or stop in and ask us to pay you \$5, today!

