



# Roll Call

CHICAGO PATROLMEN'S FEDERAL CREDIT UNION

## CPFCU ROLLS OUT EXCEPTIONAL SAVINGS ON AUTO LOAN PROGRAM!

**JOIN THE RATE PATROL  
FOR A CHANCE TO  
WIN \$1,000!**

Get an auto loan between  
now and June 30th and  
you'll automatically be  
entered to win a \$1,000  
**Rate Patrol** bonus for  
protecting your rate.



Chicago Patrolmen's Federal Credit Union recognizes the fact that your costs have increased and the impact that it can have on your finances. Therefore, we have come up with a plan to help you. Effective immediately, CPFCU will be offering annual percentage rates as low as **1.54%\* on our auto loans!** Bankrate.com recently reported that the overnight average rate on new auto loans was 4.90%, which is over three times the best rate we are offering.

If you're in the market for a new car, keep in mind that the zero percent offered by manufacturers is often not your lowest cost option. In many cases, by taking the rebate offered by the manufacturer (instead of the zero percent) and combining it with low rate financing from CPFCU, you come out far ahead. The reason it usually makes sense not to take the zero percent is that the rebates, which can run into the thousands of dollars, often significantly outweigh the difference in the annual percentage rate paid. If you have a question on which choice is best for you, we'll walk you through the options. If it's better for you to take the zero percent, we'll tell you that as well. In contrast to banks, we're a not for profit financial co-operative, and our stated mission is to help you reach your life's financial goals.

In an effort to maximize the value of the plan to as many members as possible, we're also offering rates as low as **1.54% on used auto loans.** Come in to any of our locations and let us show you how many dollars we can put back in your pocket by refinancing a loan with a higher interest rate. Also, watch your website in April for details on our exciting auto loan promotion.

Use the best option in the market to combat the rising costs of vehicle ownership, with an auto loan from CPFCU. **Simply visit our website at [cpdfcu.com](http://cpdfcu.com) or contact our Call Center today at 312-726-8814, and we'll put you on the road to savings.**

*\* Contact our Call Center for complete details. Some Restrictions apply. Quoted rate from Bankrate.com 3/8/11*

## MESSAGE FROM THE CEO

Most economic measurements and related statistical information are indicating that we have officially exited the recession and that we are now in full-scale recovery mode.

Does it feel like that to you? Are you in a position to start making some major purchases again or has the severity of this last recession forever changed your spending and saving habits?

Whatever your personal financial situation happens to be, please remember that we are here to serve you and provide you with the best possible solutions tailored to your specific financial needs.

If you are thinking about buying a car, we've rolled out some impressively low interest rates for both new and used auto loans. If you are more concerned with balancing your budget, a visit with Gwen Hawkins should ensure that you are on the right track.

John Arena and his team offer sound investment advice through our Financial Planning and Education Center and John Aretos and his team can answer any mortgage related question you might have.

Visit our website for contact information or to access our top notch online banking options.

If you don't find what you are looking for, please let us know immediately. We make it a point to respond to each of your requests and to treat your commentary respectfully.

We remain proud to serve Chicago Police Officers and your families.

As always, thank you for your business!

Scott Arney  
CEO

## CPFCU PRESENTS A WEALTH OF INFORMATION IN UPCOMING HOME BUYER SEMINAR!

Consistent with our objective to offer top quality financial education to our members, CPFCU, through our mortgage subsidiary First Chicago Mortgage Services, will hold a Spring Home Buyer Seminar.

The seminar will be held in the training room at the Financial Planning and Education Center at our location at 1407 W. Washington Boulevard, in Chicago. It will take place on **Tuesday April 26th, 2011** beginning at 11:00 am. A complimentary lunch will be provided.

The training will be designed for individuals who are interested in purchasing their first home, or existing homeowners who are considering moving to a different home.

Attendees will learn why it may be the best time in history to be a homebuyer. Additional topics will include the changing landscape of mortgage lending, mortgage prequalification tips and strategies, working with experienced realtors, how to improve your credit score and updates on the laws relating to loan qualification.

Please contact **Carrean Askew** at **312-499-8888** to reserve your space in the seminar. We look forward to addressing all of your questions on April 26th.



## CPFCU SUITE OF FINANCIAL PRODUCTS AVAILABLE FOR YOUR CONVENIENCE!

The demands of your job and the related time constraints can leave you with limited time to tend to your financial matters. To help you address that challenge, over the past few months, we have rolled out or upgraded our suite of financial products.

Our mobile banking product allows you to check your balances, transfer funds and pay your bills through the convenience of your mobile phone. Simply log on to [mobilecpdfcu.com](http://mobilecpdfcu.com) with your mobile phone and get started today.

Our recently upgraded online Bill Pay function allows you to set up recurring or one time payments, receive vendor bills electronically, and save time and postage. Log on to [cpdfcu.com](http://cpdfcu.com) to sign up today.

In contrast to other financial institutions, we also offer complimentary training to help you get comfortable with these products. Contact **Debbie Zielinski** at **312-499-8828**, and she will be happy to provide you with an individual training session at the branch location most convenient for you.

## EDUCATIONAL SEMINARS PROVIDE VALUE TO CPFCU MEMBERS

If you find yourself wondering how you spend your money during the course of the month, you'll enjoy our **April 6th** 10:00 am seminar entitled **"Find Out Where Your Money Is Going"**. Here you'll learn how to utilize our new "Finance Works" program. It's a comprehensive budgeting tool that also allows you to aggregate your accounts from various financial institutions.

At 6:00 pm, also on **April 6th**, we'll offer a seminar entitled "Credit Report Basics" to help you understand the fundamentals of credit reports. This will assist you in learning how to improve your credit score, and qualify for more loans at more favorable rates or terms. These two seminars will be located in our Financial Planning and Education Center at 1407 W. Washington Boulevard.

We'll also offer free credit checkups at each of our branch locations. We'll be available from 9:00 am – noon on **May 7th** (Central Branch), **May 14th** (South Branch) and **May 21st** (North Branch). Schedule a 20 minute appointment to review your credit report on any of those days. Bring a family member and enter a drawing for a gift certificate.

On **June 18th** we'll have a seminar from 10:00 am – noon at the North Branch, which will help young adults (ages 17-21) learn the basics of handling cash and credit. Lunch will be provided, and we'll also hold a drawing for gift certificates.

These seminars offer a variety of different ways for you and your family members to improve your finances. **Gwendolyn Hawkins** will be presenting at each of these seminars. Please contact her at **312-499-8813** to register.

### CURRENT SAVINGS AND LOAN RATES *as of March 25, 2011\**

#### SAVINGS RATES

Share Savings Accounts	APR	APY
\$100-\$2,999.99	0.09%	0.09%
\$3,000-\$24,999.99	0.19%	0.19%
\$25,000+	0.29%	0.29%
Christmas Savers Account <sup>1</sup>	0.29%	0.29%
Checking Accounts		
	APR	APY
\$1,000+	0.19%	0.19%
Money Market Accounts <sup>2</sup>		
	APR	APY
\$0-\$24,999	0.33%	0.33%
\$25,000-\$49,999	0.44%	0.44%
\$50,000+	0.70%	0.70%
Share Certificates <sup>3</sup>		
	APR	APY
6 Month-Term	0.39%	0.39%
12 Month-Term	0.64%	0.64%
24 Month-Term	0.95%	0.95%
36 Month-Term	1.29%	1.29%
IRAs <sup>4</sup>		
	APR	APY
Share IRA	0.45%	0.45%
12 Month-Term	0.64%	0.64%
24 Month-Term	0.95%	0.95%
36 Month-Term	1.29%	1.29%

#### LOAN RATES

Loan Rates <sup>5</sup>	APR
<b>New Auto</b>	1.54% - 14.47%
<b>Used Auto</b>	1.54% - 14.47%
<b>Signature Loans</b>	8.90% - 14.90%
<b>New Motorcycle</b>	5.47% - 12.97%
<b>Used Motorcycle</b>	5.87% - 13.37%
<b>New Boat</b>	6.47% - 11.97%
<b>Used Boat</b>	6.87% - 12.37%
<b>Tuition Loans</b>	5.90% - 7.90%
<b>Student Loans</b>	5.90% - 7.90%
<b>Share Secured Loans</b>	5.00%
<i>(Variable Rate Adjusted Quarterly)</i>	
<b>Mortgage Loans</b>	Market Rates
<b>Home Equity Line of Credit</b>	4.25%
<i>(Variable Rate Adjusted Quarterly)</i>	
<b>Fixed Rate Home Equity Loan</b>	9.90%
<b>Member Business Lending</b>	Market Rates
VISA Cards <sup>6</sup>	
	APR
<b>VISA Classic</b>	13.90%
<b>VISA Platinum</b>	9.90%
<b>VISA Secured</b>	14.90%
<b>VISA Student</b>	14.90%

**Mobile Banking has arrived! Log on to [mobilecpfcu.com](http://mobilecpfcu.com) today!**

\* APR=Annual Percentage Rate. APY=Annual Percentage Yield.

Dividends computed based on daily balance and paid quarterly for all share products.

Rates subject to change without notice. Some restrictions apply. Contact CPFCU for most current rates.

<sup>1</sup> Early withdrawal penalty may apply. Funds Available on 10/1/2011.

<sup>2</sup> Minimum initial deposit of \$2,500 required. \$15 per month fee if the average daily balance falls below \$2,500.

Limit of six (6) withdrawals or transfers per month.

<sup>3</sup> Minimum deposit of \$2,500 required. Non Compounding Certificates are available. Senior Saver option available on all certificates:

Members age 55 and older earn an additional 0.25% and they also qualify for an extra 0.25% for having a CPFCU checking account with Direct Deposit.

Early withdrawal penalty may apply.

<sup>4</sup> The minimum initial deposit is \$25 for a Share IRA, \$1,000 for a Traditional and Roth IRA, and \$500 for an Educational IRA.

<sup>5</sup> Loan rates as much as 0.75% higher without a checking account with direct deposit and 20% down.

<sup>6</sup> Rate applies to purchases and cash advances, no annual fee, some restrictions apply.

# Announcements/Reminders

## CPFCU LENDING MANAGER ACCEPTS THE DAILY CHALLENGE

My name is Nick Gregor and I've been with the credit union since 2003. I have always been involved in the lending area, starting my career gaining familiarity with Chicago Patrolmen's consumer loan products. Over time, I became a Loan Officer and began shifting my focus to real estate lending and our home equity and first mortgage products.

In 2008, the credit union opened a service organization, First Chicago Mortgage Services. Until that point, we had outsourced all of our first mortgage origination to third party vendors. This new organization allowed the credit union to bring that service in house, and created an exciting opportunity for me. I have been involved with nearly every aspect of the business, and have gained invaluable experience with respect to the mortgage origination process as well as the general operations of the company. These experiences have provided me first hand knowledge of what it takes to run a successful business.



Towards the end of 2010, I took on the challenge of managing the credit union's real estate and business loan portfolio, in addition to maintaining my role with First Chicago Mortgage Services. Chicago Patrolmen's business lending program offers one of the largest areas of potential growth for the credit union, and I look forward to playing an intricate roll in the program's continued development.

Chicago Patrolmen's FCU has offered me many unique opportunities that I believe will serve me well throughout my career. It has been a privilege to serve the Chicago Police, and I cherish the relationships that have come as a result of interacting with members through some of the largest financial decisions they will face in their lifetime.

*Nick, we thank you for your service to both CPFCU and First Chicago!*

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## MANAGING YOUR DEFERRED COMPENSATION

*“Big investors put their efforts into asset allocation and risk control. Little investors get a list of funds and are told to do it themselves.”*

From an investment point of view, the world is an exciting place. As recent headlines demonstrate, it is often too exciting! If you are trying to build or maintain a retirement account in this environment, how do you make decisions about which investment options to select?

The truth is, big investors are able utilize money managers that focus on asset allocation and risk control. Everyone else gets a list of mutual funds to choose from, and little or no assistance choosing or changing those fund options as market conditions change over time. For many investors, this lack of on-going guidance regarding their retirement account options can lead to subpar performance.

Our **Financial Planning and Education Center** gives you access to professional money management services traditionally available only to pension funds, institutions and “high net-worth” individuals. This includes true “asset allocation”, which is a dynamic process of identifying longer-term valuation discrepancies between asset classes, and acting to take advantage of those opportunities to either increase return without increasing risk, or to lower risk without sacrificing return. The allocation process is not driven by either short-term timing or reliance solely on technical analysis. Instead, long term, fundamental, quantitative and qualitative analysis helps identify asset classes that may offer the best risk/return trade-offs at particular points in time.

You do not need to make these important investment decisions about asset allocation by yourself. Our Financial Planning and Education Center is always here to help you address the challenge of properly managing your deferred compensation account in both good times and challenging times.

We can meet with you and make specific recommendations about how to position your retirement account based on your individual needs. Whether you are on the job or already retired, we invite you to learn about our fee-based investment advisory services.\* We can help you manage your deferred compensation for both safety and growth, and give you more personal control of your money throughout the stages of your life.

If you could benefit from professional investment advice to better manage your deferred compensation, please call our **Financial Planning & Education Center** at **312-499-8888** to schedule an appointment to talk to us about **“PortfolioAdvisor”**.

*\* Investment Advisory Services offered through Retirement Plan Advisors, LLC a federally registered investment advisor.*

# Roll Call

## DID YOU KNOW . . .

CPFCU representatives will be present at each of the 25 districts between March 24th and May 19th. We'll be there to tell you what's new at the credit union, and to make it convenient for you to sign up or make changes to your account. It's also a great time to sign up your eligible family members.

CPFCU is the Founding Marketing Sponsor of the Chicago Police Memorial Foundation. We look forward to participating with you at the Run to Remember on Saturday April 30th. We'd love to have you stop by our table and visit with our team!

### **We will be closed in observance of the following holidays:**

May 28th & 30th..... Memorial Day  
July 2nd & 4th ..... Independence Day

## **COMMON FEES** (Effective 11/15/10)

Under minimum monthly share fee .....	\$10.00
Transfer from savings or money market to share draft/checking to cover an overdraft (each occurrence) .....	\$10.00
Stop payment (all items) .....	\$37.00
Photocopy of draft (each item) .....	\$3.00
Non-sufficient funds item (each) .....	\$37.00
Collection item processing.....	\$30.00
Certified Check.....	\$5.00
Deposited checks and other items returned unpaid.....	\$37.00
Incoming Domestic wire transfer .....	\$10.00
Outgoing Domestic wire transfer .....	\$25.00
Incoming International wire transfer .....	\$20.00
Outgoing International wire transfer .....	\$45.00
Western Union wire transfer.....	\$20.00
International Western Union fee (minimum).....	\$22.00
Bad Address fee .....	\$5.00
Account research .....	\$25.00
Copy of statement .....	\$5.00
Under minimum average daily balance money market fee.....	\$15.00
Late Loan Payment.....	\$37.00
Negative Checking balance fee (after 5 consecutive business days) .....	\$10.00
Legal fees, Garnishments, Attachments, Tax Levies and/or Charge-Off (per occurrence).....	\$75.00
Non-Member check cashing fee .....	\$5.00
Collateral Protection Insurance (forced placement on collateralized loans).....	\$50.00
Bank Check Fee .....	\$2.00
Temporary Checks .....	\$2.00
Check by Phone .....	\$5.00
Late Mortgage Payment .....	5.0000% of payment
Late Home Equity Loan Payment .....	\$37.00
Subordination Request Fee.....	\$100.00
Mortgage Deed Release Fee .....	\$50.00
Payoff Letter for Real Estate Loans.....	\$10.00
Verification of Deposit .....	\$10.00

### **HOME BANKING FEES**

Bill Payer Fee (per month, if applicable) .....	\$9.95
Bill Payer / Insufficient Funds (NSF) .....	\$37.00
Bill Payer Check Copy .....	\$20.00
Bill Payer Stop Payment Fee .....	\$37.00

### **ATM DEBIT CARD FEES**

Replacement ATM or Debit Card.....	\$10.00
Replacement PIN .....	\$10.00
VISA® Credit Card Replacement .....	\$10.00

*There is a charge of \$1.00 for each withdrawal, transfer, point-of-sale, or inquiry in excess of five per month using your ATM or Debit Card.*

*\*Fees are subject to change.*

# FINANCIAL SERVICES

## Loans

Boat  
Home Equity  
Member Business Lending  
Mortgages  
Motorcycle  
New & Used Auto  
Personal  
Share Secured  
Student  
Student and Secured Visa Cards  
Tuition  
VISA Platinum  
VISA Classic

## Savings Accounts

Christmas Saver  
Individual Retirement Accounts  
Money Market Accounts  
Regular and Special Purpose  
Share Certificates

## Free Checking Account

ATM/Debit Cards  
Overdraft Protection

## Convenient Access

Audio Telephone Teller  
Electronic Bill Payment  
Home Banking  
Internet Access  
Mobile Banking  
No-Fee ATMs  
Text-Alerts

## Payment/Origination Services

Debit Origination  
Direct Deposit  
Direct Payment  
Payroll Deduction  
VISA Automatic Payment

## Additional Services

Certified Checks  
Notary Public  
Pre-paid Cards  
Safe Deposit Boxes  
Signature Guarantee  
Wire Transfers

## ATM NETWORKS

Look for these symbols when using your ATM Card or your credit union CheckCard.



"We Do Business in Accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act."

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