

The View

2017 • First Quarter

Updates, News, and Benefits For Telco Members


**Telco
Community
Credit Union**

Connecting Families
& Building Futures

TELCO BRANCHES WILL BE
CLOSED ON THE FOLLOWING
HOLIDAYS

MEMORIAL DAY
MONDAY, MAY 30

Member Benefits

Auto Loans - no payment for 90 days



**Bounce
Into Spring**
With No Payment
For 90 Days*

**LOW-RATE
Auto Loans**

* Certain Restrictions May Apply

See Page 3 for more details

CAR BUYERS' WORST MISTAKES

HOW MUCH MONEY DO YOU THINK EDUCATED CAR BUYERS CAN SAVE OVER UNEDUCATED BUYERS WHEN BUYING THE SAME CAR? WOULD \$5,000 GET YOUR ATTENTION? WHILE YOU MAY NOT SAVE AS MUCH AS \$5,000, YOU'LL SAVE A BUNCH IF YOU AVOID THESE CLASSIC CAR-BUYING ERRORS.

1. Showing enthusiasm. If you act excited, the sellers know they have a unique product you want. The price goes up instantly. Keep that enthusiasm in check until you've driven home. Sneer a little if you like the car.
2. Buying in a hurry. If you buy on your first visit to a dealership, you don't have time to compare. Take your time. Be willing to walk away. The price at most dealerships falls quickly if you move slowly.
3. Giving deposits before the dealer approves your offer on a vehicle. Feel free to give a deposit, if you really want a vehicle. But don't give it until the boss has said "yes." Some dealerships use deposits to keep you there while they try to convince you to pay more. And you can't leave if they have your deposit—money, a credit card, a driver's license, or your kids.
4. Being switched to leasing without doing your homework. Because dealerships make a much larger profit if they lease rather than sell, even the best dealership may try to "switch" you. They'll try to convince you leasing is cheaper than buying. In most instances, it isn't. If you want to lease, fine. Just don't do it on the spur of the moment.
5. Trading in your old car without knowing its value in advance. A dealership has the right to give you the least you will take for your old car. But you have a right to get the most your car is worth. To know that value, simply clean it up, and try to sell it to several used car departments. The highest amount you're offered for it is your car's real value right now. Don't accept less than that in trade.
6. When financing at the dealership, ask for Telco Community Credit Union financing and get the same low rate!

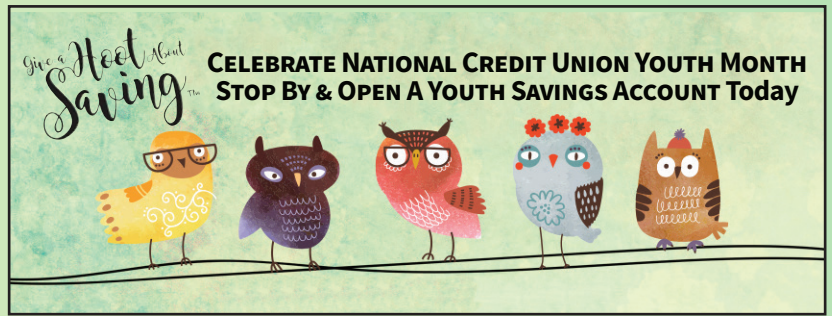
Big mistakes, big bucks out the window. We like to help you preserve your money—that's what credit unions are all about. Avoid these mistakes, and put that money to work rather than throwing it away.

Freedom isn't the open road.
Freedom is a car loan you can afford.

See us for one today.

Teach Your Little Owls to Fly With Money Talks

THE FIRST STEP TO TEACHING YOUR KIDS ABOUT MONEY IS TALKING ABOUT MONEY.



“The most effective way to teach is by having frequent discussions and don’t ever lecture,” said Ted Beck, president and chief executive of the National Endowment for Financial Education, in a recent Wall Street Journal article. “Look for teachable moments and always be willing to answer questions.” Unfortunately, this can also be the hardest.

A 2015 T. Rowe Price survey found that 72% of parents experienced at least some reluctance to talk to their kids about financial matters, and 18% were either very or extremely reluctant. The most common reasons given were that the parents didn’t want them to worry about financial matters or thought they were too young to understand.

But on his blog, the personal-finance guru and radio host Dave Ramsey encourages parents to be more open with their kids about money, even their failures. Parents’ biggest regrets are often not saving enough or going into too much debt, wrote Ramsey. Being honest about that in an age-appropriate way, he stated, can be a powerful lesson.

So how to start the talk?

- Ask questions. If you’re going out to eat, talk about the price difference between the options, and ask them which they would choose. If they select the more expensive, talk through what you might have to give up later in the week.
- Make them part of your budgeting. If you’re doing any kind of financial planning for the year, solicit input from your kids. Enlist them in your saving goals—no one watches you more closely than your kids, so they’re natural accountability partners! If you’re uncomfortable revealing too much of your financial picture, you can keep the discussions high level, but involving them makes money less abstract.
- Open a youth savings account at Telco Community Credit Union. This is the best way to help them to learn to save for what they find meaningful in life. A lifetime of good savings habits can start now!

What Is “GAP” And Why Should You Care?

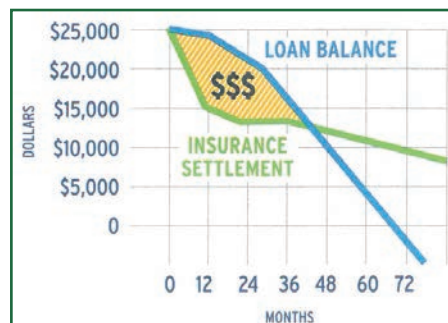
A wrecked vehicle can wreck your finances... if you owe more on your loan than your insurance will pay.

Guaranteed Asset Protection “GAP” is like an airbag for your vehicle loan. It can help fill the gap between what your vehicle insurance will pay and what you owe on your loan, to cushion you against sudden out-of-pocket expenses if your vehicle is totaled.

The second you drive your new vehicle off the lot it drops in value. It can drop as much as 50% in 5 years. This can create a GAP in coverage.

Fair market insurance value isn’t always fair.

There may be a GAP.



TIP: Getting your GAP protection from Telco is usually a much better deal than purchasing it from a dealer.

Telco members have access to Members Choice GAP protection.



Branch Locations & Business Hours

Asheville - Leicester Branch

710 New Leicester Highway
Asheville, NC 28806
828.225.5919

Asheville - Tunnel Rd. Branch

36 Tunnel Road
Asheville, NC 28805
828.252.6888

Skyland Branch

1871 Hendersonville Road
Asheville, NC 28803
828.210.2090

Candler Branch

1141 Smokey Park Highway
Candler, NC 28715
828.633.6604

Weaverville Branch

34 Northcrest Road
Weaverville, NC 28787
828.645.6003

Hendersonville Branch

1452 7th Avenue East
Hendersonville, NC 28792
828.595.9841

Morganton Branch

127 West Parker Road
Morganton, NC 28655
828.433.0016

Hickory Branch

355 US Highway 70 SW
Hickory, NC 28602
828.322.8566

Branch Hours:

Monday - Thursday
8:30 am - 5:00 pm

Friday: 8:30 am - 6:00 pm

Drive-Thru Hours:

Monday - Thursday
8:30 am - 5:30 pm

Friday: 8:30 am - 6:00 pm

www.TELCOccu.org

Your Online Resource For...

Home Banking
Online Bill Pay
Mobile Banking
Current Rates
Latest Telco News
Financial News
Consumer Education

800.222.1025

Talk To Your Telco
Member Services Representative

Bounce Into Spring

With No Payment For **90** Days



Low-Rate Auto Loans

- ◆ Offer available now through June 30, 2017 for vehicle loans of \$5,000 or more*
- ◆ Applies to vehicle loans obtained at a Telco branch, online at www.Telcooccu.org, or call 800.222.1025
- ◆ Applies to new purchases or bring over existing loan

Apply Today

In a Branch
Online at www.TELCOccu.org
Call 800.222.1025

**Certain restrictions may apply*

TCCU BRANCH SPOTLIGHT

CANDLER BRANCH

The Candler Team recently sponsored a diaper drive to assist B.E.A.R. Closet (Baby Equipment And Resources). The diapers collected by the team will be donated to B.E.A.R. Closet to help stock their shelves with critically needed diapers and wipes



for the neighborhood children. A wonderful organization that meets with 25 to 45 moms, dads or grandparents each time that they are open. Along with the diaper drive the Candler Team is supporting the community in many other ways through the local schools. Keep up the great work Candler!

JOIN THE THIRD ANNUAL CHARITY GOLF TOURNAMENT

WESTERN CHAPTER OF THE CAROLINAS CREDIT UNION NETWORK

Spend an enjoyable day on the course while raising much needed fund in support of Meals on Wheels!

- When: Friday May 12, 2017
 Where: Cummings Cove Golf Course
 Time: Sign-in starts @ 11:30 am
 Shotgun start @ 12:30 pm
 Cost: \$320.00 per team or \$80.00 per player

Register NOW to reserve your team's slot! Deadline to register is Friday, May 5, 2017. To register please visit your branch today and ask for a registration form.

- Hole-in-one prizes available on every Par-3!
 Hole 10: 24-Month Lease on a 2017 Chevrolet Colorado
 Hole 2 & 16: 4 day/3 night Resort Golf Vacation
 Hole 5 & 13: Travis Mathew Golf Outfit + \$500 shopping Spree
 Hole 8: TaylorMade Speedblade HL Irons 4-SW

Not a golfer but would still like to support Meals on Wheels, visit a branch to purchase tickets for a chance to win a Yeti Cooler, all proceeds will go to Meals on Wheels.

Western Chapter
 WESTERN CHAPTER OF THE CAROLINAS CREDIT UNION NETWORK
3rd Annual Charity Golf Tournament
Cooler Raffle
 Win This **YETI Cooler!**
 VALUED AT OVER \$250
 TICKETS \$3 Each OR 2 FOR \$5
 All proceeds benefit **Meals on Wheels**

2017 TELCO COMMUNITY CREDIT UNION
ANNUAL MEMBERSHIP MEETING
 Tuesday, April 11 @ 6:00 PM
 WNC AGRICULTURAL CENTER
 VIRGINIA BOONE BUILDING • SEE DIRECTIONS ON BACK

It's Your Meeting...
 As a Member of the Credit Union, you're also an Owner. So come join us, hear what's going on at your Credit Union

- ◆ A BRIEF BUSINESS MEETING
- ◆ COMPLIMENTARY DINNER
- ◆ DOOR PRIZES
- ◆ BINGO GAMES PAY CASH PRIZES

Let us know you're coming...
 Put your name on the "Annual Meeting Sign Up" sheet in this branch

Telco Community Credit Union

THE POWER OF CAR BUYING IS AT YOUR FINGERTIPS WITH OUR NEW CUTTING-EDGE TECHNOLOGY

With our exclusive, car searching website finding a car is a breeze. Our site provides all the information, data and inventory you need in your next car search with the 24/7 convenience you expect.

Access millions of cars in inventory, research and compare vehicles and apply for your loan anytime, anywhere!

- ◆ Free CARFAX Reports
- ◆ Find & Price Local Inventory
- ◆ Right Fit Auto Build
- ◆ Used Car Values
- ◆ Multi-vehicle Comparison Tool
- ◆ "My Cars" Save Feature

Experience it now: www.telcoccu.org
 and click on Auto Resource