

The View

2018 • First Quarter

Updates, News, and Benefits For Telco Members



Connecting Families
& Building Futures

TELCO BRANCHES WILL BE
CLOSED ON THE FOLLOWING
HOLIDAYS

MEMORIAL DAY
MONDAY, MAY 28

Member Benefits

Auto Loans - no payment for 90 days



See Page 3 for more details

NAVIGATING VEHICLE PURCHASES

IF YOU'RE IN THE MARKET FOR A NEW VEHICLE, YOU'LL BE FACED WITH LOTS OF CHOICES AND DECISIONS.

It's nice to have choices, but when it comes to picking the right vehicle and the right financing options, they can be confusing or downright expensive.

There are a variety of choices for vehicle financing. Some choices you see advertised by dealers and commercial banks seem pretty attractive. But they may not be the best deal for everyone.

Some promotions offer cash-back rebates or low rate loan options that may have a shorter term. For example, one may offer 1.9% financing, but only on two-year loans. A new \$20,000 car with a \$2,000 down payment will require \$18,000 financing. That translates to an astounding \$765 monthly payment—way out of reach for most buyers.

Or, if you choose the dealer's rebate plan, you forego the low interest rate loan but get a \$1,500 cash rebate. Adding the rebate to your down payment can make Telco financing very attractive, because the larger down payment reduces the amount you need to finance.

Which option is best? Calculate your total finance charge and monthly payment after you deduct your down payment plus the rebate. Then compare your results with the same figures if you take the dealer financing but finance the higher amount. A Telco Loan Officer can help you do this comparison.

Or, if you own your house you may have another option. A home equity loan with Telco might look even better. The reason, of course, is that home equity loan interest payments can be 100% tax deductible (consult your tax adviser to see if you're eligible).

So, don't be smitten to quickly by low rate commercial loan advertising—visit or call your local Telco branch first, to explore your financing options.

A great auto loan helps you save money go further drive happier get more

Telco Community Credit Union NCUA

Get more mileage out of your money. APPLY TODAY!



Saving your money isn't always easy, especially when you don't have a lot to spare. After paying all your usual expenses, there may be very little "fun" money at the end of the month. When we do find ourselves with some extra cash, like a tax refund, many of us rush out to buy those shoes or that electronic gadget we've been eying for months instead of putting it into our savings.

Why do we do that? Why do we spend the money we planned on using for our future? We can blame it on our brains. Behavioral science has shown that humans are hard-wired to act on impulse and that it takes conscious thought to delay gratification. It's also much easier to focus on the present than our future.

To help you save for your future, behavioral science suggests visualizing yourself as you might look when you're older. For instance, if you want to save for retirement, imagine yourself at age 67, living comfortably, maybe travelling the country, or having the time and the means to do something you've always wanted to do. According to a study done in 2014, this technique works. The researchers took photos of 50 college students and digitally altered each person's photo to make them look 70 years old. The participants were instructed to study the photos. Then they were told to imagine receiving \$1,000 and were asked how they'd like to use the money: buy something now for a special person or for extravagant night out, or put that money into a retirement fund. After seeing a photo of themselves at 70 years old, the majority allocated more of the money to their retirement fund than to the other options.

Another way to help you save for your future is by making it a habit. Start with small goals. For instance, commit to putting a certain amount, say \$10, into a savings account every week. If you have direct deposit, you might want to consider setting up an automatic transfer of \$10 into your savings account every time your paycheck is deposited. Over time, you can gradually increase the amount by a dollar or two.

Teach Your Children How to Save

To help your children get into the savings habit, start by having them cut out pictures of something they'd like to have someday and post the images where they'll see them often. Then help them open a savings account at Telco. You can open an account with as little as \$5. Encourage your child to make regular small deposits each week. Tell them their money will earn interest while it's in their account. If they keep this routine going, they'll quickly see their savings grows.

This April, we're celebrating Youth Month and Telco will be participating in the National Youth Savings Challenge to encourage good saving habits, giving folks 16 and younger a chance to win a \$25 gift card.

All youth can enter to win by doing one of the following:

- Open a savings account with a minimum of \$20
- Deposit a minimum of \$20 in an existing Telco savings account
- Complete a drawing entry card in one of our branches

There's going to be a winner at each branch, so that means we'll have 8 winners! Stop by your local branch in April to get them started saving... and enter to win \$25.

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



Low Rate Auto Loans

DRIVE INTO Spring WITH NO PAYMENT FOR 90 DAYS*

- ◆ Offer available now through June 30, 2018 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 your existing loan to Telco from another financial institution

APPLY TODAY

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

**Certain restrictions may apply*

Telco Community Credit Union
National Credit Union Administration
a U.S. Government Agency

TELCO BRANCH SPOTLIGHT

HENDERSONVILLE BRANCH

Telco Community Credit Union has a long history of embracing the Credit Union motto "People Helping People". We go beyond helping members with financial services and proudly engage with our communities with charitable services.



WNC Rescue Mission is a local charity that Telco has supported throughout the years and now our Hendersonville branch will be joining the Hendersonville Rescue Mission! Maria Alvarez, the branch manager and her staff will be spending time preparing meals and serving those in need throughout the year. We are proud to be a part of the WNC Rescue Mission and now the Hendersonville Rescue Mission, to be able to help those in need in our communities.

JOIN THE FOURTH ANNUAL CHARITY GOLF TOURNAMENT

WESTERN CHAPTER OF THE CAROLINAS CREDIT UNION NETWORK

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

When: Friday May 11, 2018

Where: Cummings Cove Golf Course

Time: Sign-in starts @ 11:00 am

Shotgun start @ 12:00 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 4, 2018.

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 2018 Chevrolet Colorado

Hole 16: \$20k Harley Davidson

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

4TH ANNUAL CHARITY

**Golf Tournament
&
Cooler Raffle**

**Enter to Win A
YETI TUNDRA 75
Cooler!**



**TICKETS
\$3 Each
OR
2 FOR \$5**

All proceeds benefit
MEALS ON WHEELS

2018 TELCO COMMUNITY CREDIT UNION

ANNUAL MEMBERSHIP MEETING

Tuesday, April 10th @ 6:00 PM

WNC AGRICULTURAL CENTER

VIRGINIA BOONE BUILDING ♦ HWY 280 (Airport Rd.), Gate 5, Fletcher, NC 28732

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

**Telco
Community
Credit Union**

Let us know you're coming...

Put your name on the "Annual Meeting Sign Up" sheet in this branch

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