



member

# Advantage

May 2010

## Getting Ready for Home Improvements?



At this time of year, many homeowners' thoughts turn to home improvements. Patios, decks, terraces, porches, landscaping, and even swimming pools are tops on the list in anticipation of warmer temperatures and the opportunity to spend more time outdoors.

Before you start calling contractors, a smart move would be to visit your Credit Union to let us help you explore the many options for financing your home improvement projects. If you have only one project in mind, perhaps a one-time, closed-end home improvement loan or equity loan is the answer. You get one amount, and you know exactly when the loan will be paid off.

The fixed rate option is particularly popular right now because home equity lines of credit normally provide variable rates pegged to an index such as the prime rate. Rate certainty and level payments over the duration of the loan seem to satisfy many households in the current marketplace for home improvement projects.



An added bonus is the fact that the finance charges you pay on these types of loans are often tax deductible. (Check with your qualified tax advisor for applicable IRS guidelines regarding the deductibility of finance charges on home improvement and equity loans.)

Don't miss the opportunity to increase the enjoyment of your property with family and friends this summer. Stop by or call your Credit Union today. We'll help you make those home improvement dreams a reality!

## Enterprise Car Sales "Grand Slam" Used Auto Sales Event

May 15 – 31, 2010



Once again, Enterprise goes to bat for you with

### More Incredible Deals!

• Receive \$1,000 over Blue Book® Trade-In Value

– OR –

• A \$250 gas card

Also, don't miss the Car Show on Saturday May 22 from 9 AM – 1 PM at RTN, 600 Main Street, Waltham, MA

*Restrictions and conditions apply to this promotion. For complete details, refer to the flyer included with your 4/30/10 statement or visit [rtn.org](http://rtn.org).*

## Is The Buyout Offer Right For You?

A message from the  
RTN Financial & Retirement Group



During this time you may be wondering:

- ◆ “Is my employer’s buyout offer right for me?”
- ◆ “What should I do about my company retirement plan?”
- ◆ “Can I afford to change jobs or retire?”

As RTN Financial & Retirement Group serving the members of RTN Federal Credit Union, we can help make sure you’re considering all the factors by providing you with a –

**No-cost, no-obligation evaluation and financial analysis for you and your family.**

The first step in considering your buyout offer is to look at your full financial picture. There are lots of things to consider including your retirement savings and pension plan, plus health benefits, tax consequences, future employment, and any other savings or investments. During our meeting, we’ll review your financial situation and see how the buyout will impact it. From there, we can determine a plan for your next steps.

For more information, or to pre-arrange a meeting, please call Swan Shen, CFP, CRPC, and Vice President-Wealth Management at 1-800-338-0221, ext. 9877.

Please Note: Friends and family are eligible for a no-cost, no-obligation analysis as well. Please call for more information.

*Representatives are registered, securities are sold, and investment advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor, 2000 Heritage Way, Waverly, Iowa 50677, toll-free (866) 512-6109. Non-deposit investment and insurance products are not federally insured, involve investment risk, may lose value and are not obligations of or guaranteed by the financial institution. CBSI is under contract with the financial institution, through the financial services program, to make securities available to members.*

**6,000 branches available to RTN members nationwide..... learn more at [CUswirl.com](http://CUswirl.com)..... New member benefit!!..... auto rental discounts at Enterprise..... details at [rtn.org](http://rtn.org)..... Take care of your auto with RTN..... auto insurance..... GAP insurance..... extended warranty coverage..... Spare change?..... use our fee-free coin counting machines in Waltham, Tewksbury and Marlborough..... LOW down payments on RTN mortgages..... iPod touch could be yours during our vehicle loan promo ending May 31..... RTN has awesome rates on motorcycle loans..... Enter the newsletter contest.....**

## A Mother’s Appreciation

RTN member, Kathy Pelkowski, took the time to say that when she saw last year’s Burley scholarship winners, “I thought I’d let you know about my children who were former recipients, of which I am grateful!” Kathy is rightfully proud of her son’s and her daughter’s academic accomplishments and their steady career paths. She gave us an update on their current day activities too. RTN is likewise grateful to have been able to play a small role through the Burley Scholarship program in assisting Kathy Pelkowski’s and her husband Joe’s efforts to raise two wonderful and productive children. It’s rewarding to see how these scholarships have helped advance the academic and professional goals of so many through the years.



**Erica Pelkowski**

*1999 Burley Scholarship recipient*  
2004 Master’s Degree, Quinnipiac University  
Career: High School English Teacher in MA



**Justin Pelkowski**

*2004 Burley Scholarship recipient*  
2008 Mechanical Engineering Degree,  
Worcester Polytechnic Institute  
Career: Engineering position at a utility company in CT

**Still Time Left – But Hurry!**

**Our vehicle loans will have you singing sweet tunes!**

**Receive an iPod touch** — or other great reward — when you take a qualifying car, truck, van, SUV or motorcycle loan -- but **ONLY UNTIL May 31!!**

Also valid on refinances of non-RTN FCU vehicle loans from other lenders.



**Take a loan of \$25,000 – receive an 8gb iPod touch.**

**Take a loan of \$20,000 – receive a portable DVD player.**

**Take a loan of \$15,000 – receive a \$50 gas card.**

*This offer is valid from April 1 to May 31, 2010, subject to change, and may be withdrawn at any time without notice. Valid on loans for purchases of new or used vehicles or refinancing of non-RTN FCU vehicle loans. Redemption form must be completed by purchaser to claim reward. Please allow up to 90 days after completing your redemption form for your eligible purchase to receive award. RTN is not responsible for product warranties. Contact Member Services at 1-800-338-0221 or info@rtn.org for current offers. RTN FCU is an Equal Opportunity Lender.*

**A SHARP EYE Can Be Worth a Quick \$25**



Buried somewhere in these newsletter pages is a phrase that can make you an easy \$25. This issue's phrase is: *tax consequences*. Just find the phrase and then call 1-800-338-0221, ext. 9815 or (781) 736-9815 and leave a voicemail message by reading the whole sentence containing the secret phrase exactly as it appears in this newsletter. Read only the one sentence

containing the phrase; then be sure to clearly leave your name and contact information.

Voicemails must be received on or before May 18, 2010. The first four randomly selected members who successfully respond to these instructions will each receive a \$25 cash deposit to his/her main share account. You must be a current member in good standing to participate. Winners will be notified by May 21 and announced on our website (using first name with first initial of last name).

**April winners were:**  
Janet C. (Salisbury, MA), David G. (Lawrence, MA), Suzanne H. (Salem, NH), and George K. (North Andover, MA).

*Each member may enter only once per monthly contest. Only one entry allowed per phone call. RTN employees, directors and their families are not eligible to enter.*

**F Y I**

**All RTN Offices Closed on Memorial Day**

In observance of Memorial Day, all RTN offices will be closed on Monday, May 31, 2010.



**Burley Scholarship**

As announced in our last newsletter, the James A. Burley College Scholarship application deadline is June 4, 2010. Three prizes will be awarded: \$5,000 (first place); \$3,000 (second place); and \$2,000 (third place). Official rules and scholarship applications are available at [www.rtn.org](http://www.rtn.org) or at any Credit Union office. To what degree may we help you?

**New FTC Rule on Free Credit Reports**

In early April, a Federal Trade Commission Credit CARD Act rule took effect that paves a clearer path for consumers requesting free credit reports. The path had previously been littered with distracting offers that often confused consumers or redirected them to other websites with fee-based services. The rule requires firms marketing free reports to include prominent disclosures to clearly distinguish offers that are not specifically offers of free reports under the Fair Credit Reporting Act. The three nationwide reporting agencies are also required to delay advertisements for products and services at [AnnualCreditReport.com](http://AnnualCreditReport.com) until after consumers receive their free annual file disclosures.

A consumer is entitled to one free credit report from each of the three leading reporting agencies – Equifax, Experian and TransUnion – using the officially recognized website for this purpose: [AnnualCreditReport.com](http://AnnualCreditReport.com). Additional reports requested in the same calendar year may cost no more than \$10.50 in 2010.



**CONSUMER LOANS**

	APR <sup>†</sup> Starting at:
BOAT	7.125% <sup>1</sup> to 7.99% <sup>1</sup>
HOLIDAY AND VACATION	8.99% <sup>1</sup>
PERSONAL (12 - 84 months)	9.50% <sup>1</sup> to 12.25% <sup>1</sup>
VISA PLATINUM /GOLD CREDIT CARD	
Purchases	
Platinum	9.99% <sup>2</sup>
Gold	10.99% <sup>2</sup>
	APR <sup>††</sup>
Balance Transfers	8.24% <sup>2,3</sup>
Cash Advances	8.24% <sup>2,3</sup>
MAIN SHARE SECURED	3.20% <sup>2</sup>
OVERDRAFT PROTECTION	13.75% <sup>2</sup>

**VEHICLE LOANS**

	APR <sup>†</sup> Starting at:
<b>CAR, LIGHT TRUCK, SUV (NEW)</b>	
for up to 100% financing plus tax	
up to 36 months	4.50% <sup>1</sup>
up to 48 months	4.75% <sup>1</sup>
up to 60 months	4.75% <sup>1</sup>
up to 72 months	5.50% <sup>1</sup>
up to 84 months	5.99% <sup>1</sup>
<b>CAR, LIGHT TRUCK, SUV (USED)</b>	
2004 - 2010 model years;	
for up to 100% financing plus tax	
up to 36 months	4.75% <sup>1</sup>
up to 48 months	4.99% <sup>1</sup>
up to 60 months	5.375% <sup>1</sup>
up to 72 months	6.00% <sup>1</sup>
up to 84 months	6.50% <sup>1</sup>
<b>MOTORCYCLE terms vary</b>	5.625% <sup>1</sup> to 7.125% <sup>1</sup>

**SAVINGS ACCOUNTS**

	APY*
<b>MAIN SHARE</b> .....	\$25 minimum balance, \$50 minimum to earn dividends <sup>8</sup>
<b>CHECKING</b>	
<b>Basic</b> .....	No fee, no minimum balance
<b>Dividend</b> .....	\$5 monthly fee, no minimum balance <sup>8</sup>
<b>BUSINESS CHECKING</b>	
Value.....	no fee, no minimum balance
Premier.....	\$2,500 balance to waive \$9.95 monthly fee
<b>IRA SAVINGS</b> .....	1.06% <sup>8</sup>
Coverdell Education Savings, Traditional and Roth IRAs; no minimum contribution, balance or fees	
<b>CLUB</b> .....	0.50% <sup>8</sup>
Holiday and Vacation - no minimum balance or contribution. \$15 penalty for early withdrawal.	



Apply for consumer and vehicle loans quickly and easily by phone!  
 > 24 hours a day / seven days a week  
 > Toll-Free: 866-564-9481

**BUSINESS LOANS**

- EQUIPMENT
- LINE OF CREDIT
- COMMERCIAL MORTGAGES

Quick processing. Great Rates & Terms. Ask us for details.  
 (800) 338-0221 ext. 9985  
 jlippman@rtn.org

**FIRST MORTGAGE LOANS**

Fixed Rate	Rate	Points	APR <sup>††</sup>
40 Year	5.250%	1	5.359%
	5.500%	0	5.500%
	6.375% <sup>4</sup>	0	6.375%
30 Year	4.875%	1	5.000%
	5.125%	0	5.125%
	6.000% <sup>4</sup>	0	6.000%
15 Year	4.125%	1	4.327%
	4.375%	0	4.375%
	5.000% <sup>4</sup>	0	5.000%
10 Year	4.000%	1	4.288%
	4.250%	0	4.250%
	4.875% <sup>4</sup>	0	4.875%

Blended and Adjustable Rate (ARM <sup>5</sup> ) <sup>2,6</sup>			
Blended Rate	Rate	Points	APR <sup>††</sup>
<i>40-year mortgages available on products listed below. Add 1/4% to rate.</i>			
30 year, 5/1 Blended	4.250%	1	3.635%
• 5 year fixed	4.625%	0	3.691%
• 25 year ARM <sup>6</sup>	5.250% <sup>4</sup>	0	3.935%
30 year, 7/1 Blended	4.375%	1	3.830%
• 7 year fixed	4.750%	0	3.931%
• 23 year ARM <sup>6</sup>	5.375% <sup>4</sup>	0	4.261%
30 year, 3 year ARM <sup>4</sup>	4.000%	1	4.209%
	4.375%	0	4.214%
	5.000% <sup>4</sup>	0	4.364%

The mortgage rates listed above are for owner-occupied homes in New England with the quoted APRs reflecting a 20% down payment to a member with excellent credit. Loans for vacation homes and for first-time home buyers also available. Your rate/points may be different based on your credit score and the specifics of your transaction. Call 1-800-338-0221, ext. 9859, for details. Jumbo Loans - Range from \$417,000 to \$625,000 on single family homes, up to \$1,202,925 on 4-unit properties. Add 1/4% to blended or ARM programs.

Ask about our special programs • First Time Home Buyer • HELPER Affordable Housing • 3% Down Payment Mortgage

**HOME EQUITY**

Fixed Rates	Rate
Up to 60 months .....	5.99% <sup>1</sup>
61 - 120 months.....	6.375% <sup>1</sup>
121 - 180 months .....	6.625% <sup>1</sup>
181 - 240 months .....	7.125% <sup>1</sup>
Ready Line variable rate HELOC.....	4.00% <sup>2,3,7</sup>

Available in MA, NH, ME and RI

**HOME IMPROVEMENT**

Fixed Rates	Rate
Up to 60 months.....	5.99% <sup>1</sup>
61 - 120 months.....	6.375% <sup>1</sup>
121 - 180 months.....	6.625% <sup>1</sup>
181 - 240 months.....	7.125% <sup>1</sup>

<sup>†</sup>APR = Annual Percentage Rate. The APR you receive will be based on your credit score.

<sup>††</sup> APR = Annual Percentage Rate.

<sup>1</sup> Reflects 3/4% discount for direct deposit of net pay, Social Security and/or pension benefits coupled with automatic payment from an RTN FCU account.

<sup>2</sup> Rate is subject to change after consummation.

<sup>3</sup> Variable rate based on the month-end prime rate in The Wall Street Journal.

<sup>4</sup> No closing cost, minimum loan of \$100,000

<sup>5</sup> Adjustable rate mortgage

<sup>6</sup> Adjustment cap: 2% periodic, 6% lifetime

<sup>7</sup> Minimum 4.00% APR

**MONEY MARKET**

\$100,000 and over .....	1.25%
\$75,000 - \$99,999 .....	1.00%
\$50,000 - \$74,999 .....	0.75%
\$25,000 - \$49,999 .....	0.50%
\$ 2,500 - \$24,999 .....	0.30%

**SAVINGS CERTIFICATES**

Education Savings Accounts, IRA and Non-IRA accounts

	\$500/\$1,000	\$50,000
	APY*	APY*
60 months	2.30%	2.50%
48 months	2.30%	2.50%
36 months	2.00%	2.30%
24 months	1.80%	2.00%
12 months	1.35%	2.00%
6 months	1.10%	1.30%
3 months	0.85%	1.15%

**Share Certificate Terms**

\$500 minimum for Coverdell Education Savings; \$1,000 or \$50,000 minimum balance required to open non-IRA, Roth or traditional IRA certificate accounts and to earn dividends. Penalty imposed for early withdrawal of funds. Rates as of April 23, 2010, and subject to change at any time. Dividends compounded and paid monthly.

**Savings Account Terms**

Except where noted otherwise, the APYs are accurate as of April 23, 2010. Fees and other conditions could reduce the earnings on the account. Savings rates may change at any time after the time the account is opened except on established share and IRA share certificates. Dividends paid at month-end. No dividend paid on accounts closed prior to month-end except for IRAs and share certificates.

<sup>8</sup> Calculated day-of-deposit to day-of-withdrawal, paid and compounded monthly.

\*APY = Annual Percentage Yield

Current rates may change at any time. Not responsible for typographical errors.

Visit [www.rtn.org](http://www.rtn.org) or call 1-800-338-0221 to verify rates.



Federally Insured by NCUA