

Credit Union Advantage we belong to *you*

Your Success is Our Success

LANDMARK CREDIT UNION NEWSLETTER · MARCH, 2012

www.landmarkcreditunion.com

506 W FAIRCHILD ST · DANVILLE, IL 61832

220 S STATE ST · WESTVILLE, IL 61883

MESSAGE FROM THE PRESIDENT...

Dear Members and Friends,

Since our original charter in 1935, Landmark Credit Union has always been a strong supporter of our community and the entire Danville area. We feel it is a privilege and a responsibility to support local organizations that work for the betterment of our friends and neighbors in the community. That is the reason that we have adopted the new slogan "Your Community, Your Credit Union,"

Most recently, we have established a partnership with Garfield Elementary School to support their "back-pack program." Under this program, employees of our credit union help to provide food for the weekend to children who qualify under the federal free lunch program. Backpacks of food staples are packed at the credit union and delivered to the school to be distributed every Friday afternoon. Funds are currently provided by the credit union, but we would welcome any additional donations so the number of children we help could be expanded.

Thank you for your continued support of Landmark Credit Union activities.

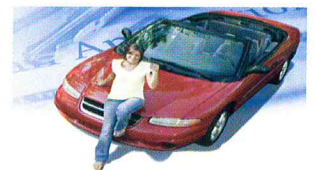
Sincerely,
Rand A. Campbell
President

Landmark's **REFINANCE CHALLENGE**

Come take the challenge.....

Refinance your vehicle loan from somewhere else and we'll **lower your payment!** If you qualify and we can't lower the payment, we'll give you **\$20** in cash just for applying.

Available to current and new Members.



We had 0% financing, now a great free refinance program

Finance or Refinance with Landmark Credit

"Hidden Cost" in Dealer Financing Options"

Dealers' low-rate loans and rebates almost always are available only on slower-selling models. These cars may have lower resale values.

Dealer financing plans usually are limited to dealer stock. That means you may have to sacrifice the color, style, and/or options you want. Unwanted options can add 25% to 30% to the sticker price of your car.

Pay attention to what the dealer's charging for GAP(guaranteed assest protection) insurance and mechancial repair coverage. GAP covers the difference between what a consumer owes a lender and what an auto insurer will pay if a car is totaled or stolen shortly after it's purchased. Mechanical repair coverage extends the warranty, making the resale value of a car higher. Some credit unions, including Landmark Credit Union, offer these products at a substantially lower cost.

(article from CUNA Center for Personal Finance)

Check with us first, before buying a vehicle to see how much we can save you. Or refinance your dealer loan with a local lender you can trust.



Top 10 Car-Buying Tips

The first time you shop for an auto loan can be time-comsuming and a little confusing. But, once you know the formula, you'll be set to save money on car financing for life. Here are some loan basics to get you started:

- 1. Evaluate your financial situation.** Come to the credit union and be pre-approved for your loan. Know exactly what you can afford before shopping for the vehicle.
- 2. If you have a good credit history, you have plenty of affordable borrowing options.** If you haven't borrowed before, or made late payments on past loans, you may be required to have a co-signer.
- 3. Compare annual percentage rates(APRs).** Rates for borrowers with good credit ratings usually are less than those with poor credit ratings.
- 4. Consider buying used.** The average cost of a used car is less than half of a new one. Interest rates on new cars generally are lower, however, you may have be able to have a shorter term.
- 5. Look at insurance.** Most lenders will require collison and comprehensive insurance on new and used vehicles.
- 6. Realize the less you borrow, the more you save in loan interest.** In most cases, applying a manufacturer's rebate to reduce the amount you need to borrow will be cheaper than taking the dealer loan. Combine a rebate with your credit union's low rate and you may have the best of both worlds.
- 7. Pay off the loan as quickly as you can afford to.** Paying a loan off early can save hundreds in interest charges.
- 8. Ask your credit union to preapprove your loan.**
- 9. Understand the loan contract.** Don't be reluctant to ask questions. A reputalbe lender will take time to help you.
- 10. Keep transactions separate.** Your auto buying experience will be much smoother and you'll get the best deal if you make purchasing, financing, and trading the vehicle three separate transactions.

(article from CUNA Center for Personal Finance)

We can make your next vehicle purchase stress free and easy:

Low Rates and Flexible Terms (as low as 1.5%)
Refinance or Purchase
Terms up to 72 months
GAP Coverage available
Mechanical Breakdown Insurance available
Payment Protection Available

GAP Insurance



JUNE OPEN HOUSE
HONORING

Rand Campbell's Retirement
and

Randy White's Promotion to President

Open to the Public

Please watch for an announcement of the exact date

CREDIT REBUILDER LOAN

Do you currently have a high rate loan?

Would you like to reduce your rate, re-build your credit, and save money?

Credit Re-Builder Requirements:

- Satisfactory current employment
- Payroll deduction or direct deposit
- Timely payments

Rate goes down each year as long as payments are made on time.

Rates for Vehicles:

Year 1 Year 2 Year 3 Year 4
14% - 12% - 10% - 8%

Unsecured:

Year 1 Year 2 Year 3
16% - 14% - 12.5%

Landmark Credit Union
People Helping People

Some Restrictions may apply



Your Community ~ Your Credit Union