



101 Chesapeake Park Plaza • Baltimore, Maryland 21220 • www.lmfcu.com  
(410) 687-5240 • (800) 410-0501 • info@lmfcu.com

Fall 2008



## Help Us Celebrate National Credit Union Week!!

During the week of October 14th LM Federal will be celebrating Credit Union Week! Stop by our office for refreshments and prizes. We will also be holding a drawing at the end of the week for three \$50 gift cards to various restaurants. To enter, visit the office or our website any day of the week and answer the Credit Union difference question correctly. You will also have a chance to spin the *prize wheel* if you visit the office!

### Take Advantage of these promotions, only available October 14th-October 17th:

**Consumer Loans:** Receive a 1/4% discount on any consumer loan! <sup>(1)</sup>

**Certificates:** Receive a 1/4% rate bonus on any regular or IRA certificate of 24 months or less! <sup>(2)</sup>

**New Minor Accounts:** \$10 cash bonus with a minimum \$25 weekly payroll deduction! <sup>(3)</sup>

**New Memberships:** \$20 cash bonus with a new membership and one other relationship! <sup>(4)</sup>



- (1) Loan application must be submitted by the 10/17/08. Loan must be disbursed by 10/24/08. Vehicle loan minimum rates still apply. Promotion excludes home equity loans, share secured loans, certificate secured loans, quick cash loans, and redline overdraft loans.
- (2) Certificate must be opened by 10/17/08. Maximum term of 24 months.
- (3) Minor account is for those under the age of 18. Must have a weekly payroll deduction of \$25 in order to receive cash bonus.
- (4) New membership must be opened with a \$25 weekly payroll deduction. One of the following relationships must also be established at time of account opening: Money Market, IRA, Club, Loan, or Checking Account. Certain restrictions apply.

### LM Federal Loans Couldn't be Easier!

You don't have to live in the Baltimore area to benefit from an LM Federal loan! Getting a loan is as easy as:

1. Apply for the loan: You may apply for a new loan online, over the phone, or at our office, typically in 15 minutes or less.
2. Quick Approval: With our new loan processing system, approvals are usually available within one hour.
3. Signing Documents: If you don't live close to LM Federal, we will Fedex the documents to you, then you Fedex them back. No fees!
4. Disbursement: Once we receive your signed documents, we disburse your loan. Funds may be sent by Fedex (no charge!), deposited to your Credit Union account, or moved to your local financial institution!
5. Autodraft: An Autodraft is a preapproved check for vehicle purchases. Once you find the vehicle you want, you write the check out to the dealer for the amount you are financing. When the check clears, we contact you to finalize your loan terms.



### Plus, Get up to \$100 in Free Gas!!

Finance or Refinance a new or used car, truck, boat, RV, or motorcycle and get up to \$100 in free gas!

Loan amount of \$7,500-\$14,999.99, get \$50 in free gas!  
Loan amount of \$15,000 or greater, get **\$100 in free gas!**

Hurry, this promotion ends 11/28/08. Certain restrictions apply.

Have additional questions about this promotion or LM Federal's loan process? Call a Loan Specialist at 800-410-0501, option #2.



**In This Issue:** • Debt Free Holiday • Meet Our Staff • Identity Theft • Entertainment Books

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## Have a Debt Free Holiday...

Wouldn't it be nice to have a debt free holiday next year? Avoid running up your credit cards by saving now with a Holiday Club account! A \$20 weekly payroll deduction deposit over one year will give you over \$1,000 for holiday expenses. You may make one penalty free withdrawal from the Holiday Club anytime between October 1<sup>st</sup> and December 15<sup>th</sup>. There is a \$15 penalty if you make more than one withdrawal per year or if withdrawals are made outside of the club withdrawal period. New clubs may be opened in person, through the mail or online at [www.lmfcu.com](http://www.lmfcu.com). Open one today to start saving for next year!



## Protect Yourself from Identity Theft:

Limit your chances of becoming a victim! Here are some easy steps you can take to protect yourself from Identity Theft:



- Protect your Social Security number and credit card account numbers. Don't give them to anyone over the telephone if they've called you. Hang up and call the company back using a telephone number you find, **NOT ONE THEY GIVE YOU.**
- Cancel unused credit cards.
- Limit the amount of identification and the number of credit cards you carry.
- When making transactions over the Internet, use only a secure site; look for the "lock" icon.
- Don't leave envelopes with checks inside in an unsecured mailbox. Try to use a sealed U.S. Post Office mailbox for your correspondence. Don't leave mail in your mailbox overnight or on weekends.
- Completely destroy or shred copies of credit card receipts, statements from financial institutions, tax returns and loan applications before discarding them.
- Look for statements from financial institutions and verify that the account information is correct.
- Never give your Personal Identification Numbers (PINs) to anyone, for any reason.
- Watch for unexplained interruptions in your mail service. If there is one, contact your local post office and verify that your address has not been changed without your knowledge.
- Visit [www.annualcreditreport.com](http://www.annualcreditreport.com) to review a copy of your credit report at least once a year.



## Did You Know...

...payroll deductions are a great way to save money automatically? Allocate a certain amount of funds to go directly into an account at LM Federal. You designate the amount and we can allocate your funds to multiple accounts, including loans! For example, you setup a deduction of \$100. We allocate \$10 to a holiday club, \$5 to a kid's account, \$60 to an auto loan, and \$25 to a primary share account. A weekly deduction of \$20 will turn into over \$1,040 in one year; \$50 per week will become \$2,600 in one year!

To start payroll deductions give your employer the amount you would like to send, your account number and our routing number: 2520-7639-0. Let us know how you want your funds allocated. If you work for MRAS, just contact us and we'll take care of the rest! Lockheed Martin employees should setup payroll deductions on the LM People system and contact the Credit Union about allocating the funds.

Payroll deductions are usually available from any employer offering direct deposit. Check with your employer and start saving today!

## Meet Our Staff Featuring: Angie Laisure

Angie Laisure has been a Member Service Rep (MSR) with LM Federal for over a year. As an MSR she helps members in the office and over the phone with day to day transactions and questions. You may have had the pleasure of working with Angie when you've been in the office to cash a check or calling on the phone to activate an ATM card. In addition, Angie runs an evening close-out routine which includes posting electronic transactions to accounts and running a system backup.



Outside of work, Angie enjoys catching a movie or playing at a park with her 7 year old son, Justin. She admits that she's not much of a cook and has an addiction to McDonald's food. Her ideal vacation spot: anywhere with a beach. But, her favorite thing to do is to curl up with a warm blanket and read a romance novel or watch a comedy.

## 2009 Entertainment Books are Here!



2009 Entertainment Books for your local city are available NOW. You will save money and receive special discounts to local restaurants, movies, concerts, sporting events, merchandise and hotels.

The net proceeds go to the John Hopkin's Children's Center. Get your Entertainment Books while supplies last. You may purchase your Greater Baltimore area Entertainment Books at the Credit Union office for \$25. Books for Baltimore and other cities may be ordered online at [www.lmfcu.com](http://www.lmfcu.com) (cost may vary).

*Don't Forget: Entertainment Books make a great holiday gift idea for kids, grandma, baby sitter, anyone who loves to save money!*



AMERICA'S  
CREDIT UNIONS™

Where people are worth more than money.™

# No Credit Crisis at this Credit Union!

## Credit Unions: Safe & Sound



We have all been hearing the news about the problems that the banking system in the United States has experienced over the last few months. The majority of the losses suffered by these institutions have been due to sub-prime and other risky mortgage loans and mortgage related investments. The U.S. government and Congress have stepped in to shore up or actually take control of several large financial institutions, investment banks as well as Freddie Mac and Fannie Mae. I wanted to take a moment to remind our members that LM Federal Credit Union and the Credit Union system as a whole remain healthy and well capitalized. The Credit Union system has weathered every financial crisis since the Great Depression without ever costing the American taxpayer a dime in any bailout.

LM Federal has been in continuous operation since 1949 and maintains reserves in excess of those required by our regulator, the NCUA (National Credit Union Administration). The Credit Union has never offered sub-prime or other high risk mortgage loans. We do not loan to businesses or invest in mortgage backed securities or in the stock markets. Our loans are made up of consumer loans and home equity loans. Our loan losses average about 1/10th of 1% of total loans for the last several years. As of June 30th, not a single member Credit Union loan was more than 30 days past due. As always, member deposits are federally insured up to at least \$100,000.00 by the NCUA, which is backed by the full faith and credit of the United States government. Individual Retirement Accounts (IRA's) are provided with additional coverage of up to \$250,000.00 per account. The NCUA's insurance program for Credit Unions is just like the Federal Deposit Insurance Corporation's (FDIC) insurance program for banks and savings & loans.

The Credit Union is your not-for-profit financial institution. Our "profits" go back to our members in the form of competitive deposit and loan rates, lower fees, and superior member service. Please feel confident that your current and future deposits with LM Federal are safe and sound.



-Mark Bold, President

## NCUA Deposit Insurance Questions?

In light of the recent economic troubles with most banks, the National Credit Union Administration has opened a call center to help Credit Union members with questions about deposit insurance. The NCUA Insurance Call Center, operating from 8 a.m. to 6:30 p.m. (EDT) Monday through Friday, has insurance experts available to answer questions about the coverage provided by NCUA share insurance. The toll-free Insurance Call Center number is 1-800-755-1030, ext #1.

## We Have Plenty of Money to Lend!

We've all heard about the credit crunch that has caused many mortgage and consumer loan lenders to freeze or otherwise limit access to various types of consumer, home equity and other loans. As the Credit Union has never been involved in sub-prime lending, commercial lending or unusual investments, we continue to have money to lend to our members. Have excellent credit? We have great rates. Have moderate credit problems? We continue to provide loans with affordable payments and rates that are typically lower than the competition.



Apply by phone Monday thru Friday, 9am to 6pm EST, (until 7pm on Fridays), in-person or online at [www.lmfcu.com](http://www.lmfcu.com) in less than 15 minutes. Credit pre-approvals are available. Finance vehicle purchases with Autodraft. Loans are typically approved in less than one hour. Consumer loans are issued in person (in one visit) or by Fedex (no charge). Home equity loans are issued at the Credit Union office or at a location convenient to you. Repay your loan through convenient payroll deductions, automatic transfer from a LM Federal account, by mail or in person.

### We Have Loans For Everything! Do You Need To...



Reduce the payment or rate on a Auto, Boat, RV, or Motorcycle Loan elsewhere? Auto loans may be extended up to 7-years and boat/RV loans may be extended up to 15-years!

Buy a New or Used Car? Rates are as low as 4.49% APR, put nothing down, plus you can get up to \$100 in free gas.

Consolidate High Rate Credit Cards or Other Bills? Apply for a personal loan, home equity loan, or even put a vehicle up as collateral.

Take a Vacation? We have personal loans, share secured loans, and even home equity line of credit loans.

Start or Finish Home Repairs? Our home equity loan and line rates are as low as 3.99%!

Get cash for upcoming holiday expenses? Get approved for a personal loan in 15 minutes!

APR=annual percentage rate

Your savings federally insured to at least \$100,000  
and backed by the full faith and credit of the United States Government

# NCUA

National Credit Union Administration, a U.S. Government Agency

# LM Federal Notes

LM Federal will be closed to observe the following federal holidays:

- October 13th, Columbus Day
- November 11th, Veteran's Day
- November 27th, Thanksgiving Day
- December 25th, Christmas Day
- January 1st, New Year's Day

Credit Union Financial Statistics  
as of August 31, 2008:

Assets:	\$22,912,354
Deposits:	\$20,875,762
Loans:	\$17,588,834
Reserves:	\$1,858,442
Members:	3,526

A coin machine was installed in the Credit Union's lobby in August. Use of the coin machine is free until October 31, 2008. Ongoing fees will be based on your Membership Rewards level. For more information visit our website.

## Contact Information:

### Mailing Address:

LM Federal Credit Union  
101 Chesapeake Park Plaza  
Baltimore, MD 21220

### Phone & Fax Numbers:

(410) 687-5240 (800) 410-0501  
Fax: (410) 687-1322

### Email:

Loan Dept: [loans@lmfcu.com](mailto:loans@lmfcu.com)  
New Accounts: [newaccounts@lmfcu.com](mailto:newaccounts@lmfcu.com)  
General Info: [info@lmfcu.com](mailto:info@lmfcu.com)

### Lobby Hours:

Monday-Thursday: 10:00am-5:00pm  
Friday: 10:00am-7:00pm

### Drive Thru & Phone Hours (EST):

Monday-Thursday: 9:00am-6:00pm  
Friday: 9:00am-7:00pm

**Initiate Transactions and Receive Account Information 24x7 with Touch Tone Teller and Internet Branch!**

## Check Availability Change:

Currently if a local check is presented the first \$100 is available the next business day and the remaining balance is available on the second business day. Effective November 1, 2008, the first \$100 will be available the next day, the next \$4,900 will be available on the second day, and the remaining balance will be available on the third business day. If you have any questions concerning this change or check availability, please contact a Member Service Rep (telephone option #0).

## Do You Know Why Credit Unions Are Different?

When you apply for a loan with the Credit Union, we try our best to come up with a solution that works best for you. Here is an example:



A member recently applied to another financial institution for a \$20,000 home equity loan to complete home improvements and was turned down as their home didn't have enough equity. The members were not offered any other alternatives. The member then applied to LM Federal Credit Union for a \$20,000 personal loan. We were able to provide the full amount requested, but we noticed that the member owned a high-value truck with a very small loan balance. We suggested the idea of refinancing the truck. The member benefited by getting the full loan amount they needed at a loan interest rate that was almost half of the personal loan interest rate. The monthly payment was also \$90 lower than a personal loan payment.

Credit Unions are different because most banks may have ignored the fact that the member would be saving money, because that means the bank would be making more money. Remember the Credit Union motto when deciding on a financial institution for deposit accounts and loans: America's Credit Unions, where *people* are worth more than money.

## Common Sense ATM Security Tips:

ATM services are a great convenience. You can get cash, make deposits, do transfers, check your balance and more. Because ATMs are so versatile, it's good to keep your own security in mind when you use them. You already use good "common sense" around your home, shopping areas and outdoor places. Use the same sensible principles at walk-up or drive-up ATMs.



**Staying Safe on Foot:** Stay in well lit areas. When you're going to an ATM at night, it makes sense to be in bright places to transaction your business. Have your access card out and ready to use. If you see a light out at an ATM, please report it so the situation can be corrected.

**Stay in Sight of Passers-by or Bring a Friend:** Keeping in view of other people is always a good idea. Try to avoid being isolated, particularly after sunset. Consider bringing a friend or family member along for the ride.

**Safety on the Move:** Be just as cautious at drive-up ATMs. Keep your doors locked and your windows up prior to and after your transaction. If you leave your car, turn off the engine and take your keys with you.

**Your ATM Card Needs You to Protect It:** Your access card is like any valuable card or document, so make a habit of keeping your access card in a secure place. If it's lost or stolen, report it immediately.

**Your Secret Code; Keep it Secret:** Your PIN (personal identification number) is your assurance that no one else can use your access card. Memorize your number, and if you write it down, keep it in a separate place from your card. Do not tell anyone else your PIN.

**Stay Close to Your Cash:** Avoid displaying cash you get from the ATM. Put your money and receipts away before leaving the ATM and wait to count your cash in the safety of your car, home or office.

**Save Your Receipt:** Your ATM receipt contains private information. You will also need your receipt in order to dispute an incorrect transaction.