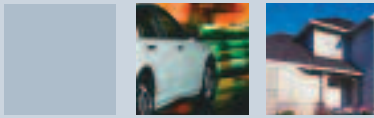


## Why pay more for insurance?



LBS Financial Credit Union's licensed professional agent can shop 30 different insurance companies to get you the best rate. Call James Bartlett at ext. 4912 for your free automobile and/or homeowners insurance quote.

### RATES As of May 1, 2006. All Rates are subject to change without notice.

SAVINGS	Dividend Rate	APY
<b>Share Savings</b>		
Average Daily Balance below \$100	0.75%	0.75%
Average Daily Balance \$100 or above	1.00%	1.01%
<b>Money Market</b>		
\$100,000 and above	2.96%	3.00%
\$50,000 to \$99,999	2.71%	2.75%
\$25,000 to \$49,999	2.47%	2.50%
\$2,500 to \$24,999	2.23%	2.25%
Below \$2,500	1.00%	1.01%
<b>Club/IRA Sub Share</b>	1.00%	1.01%

LOANS (rates quoted as low as)	as low as APR
<b>Signature Loan (Unsecured)</b>	11.65%
<b>New or Used Auto, Truck, SUV</b> (up to 36 months)	
100% financing	5.24%*
80% financing (financing available up to 84 months)	5.24%*
<b>Boats/RVs - new or used</b>	
80% financed to 66 months/new	7.50%
<b>Motorcycles - new or used</b>	
100% financing up to 48 months/new	8.75%

	SHARE CERTIFICATES — all rates quoted in Annual Percentage Yield (APY)			
	Bronze (\$2,500 min.)	Silver (\$20,000 min.)	Gold (\$50,000 min.)	Jumbo (Over \$90,000 min.)
<b>3 month (\$1,000 min.)</b>	4.00%	4.05%	4.10%	4.25%
<b>6 month</b>	4.40%	4.45%	4.50%	4.65%
<b>11 month</b>	4.70%	4.80%	4.90%	5.00%
<b>19 month**</b>	4.90%	5.00%	5.10%	5.25%

**Savings:** The dividend rates and APY are anticipated and paid on the entire balance in the account. Fees or other conditions may reduce earnings on the account. Certificate terms available: 3, 6, 9, 11, 12, 18, 19, 24, 30, 36, 42, 48, 60 months. IRA: 6, 12, 18, 24, 30 months. **Loans:** Rates are quoted as the lowest rate available, in Annual Percentage Rate (APR) and reflect a .25% discount for automatic payment transfer from Savings or Checking or payroll deduction. A loan at 5.24% APR for 36 months will have a monthly payment of \$30.08 per \$1,000 borrowed. \* Promotional loan rates are not available on existing LBSFCU loans. Signature Loan financed to 5 years, \$22.08 per \$1,000 borrowed. Loan rate based on LBSFCU credit approval. \*\*New money only.

## Earn More at LBSFCU!

Our rates keep getting better! Ask for current rates on our 19 Month and 11 Month Share Certificate Specials. Call for more information!

### LBSFCU's Supervisory Committee

Encourages monthly account statement review to ensure accuracy.

They also want to ensure that you are completely satisfied with LBSFCU's service and encourages contact with them if an issue arises and is not resolved to your satisfaction.

LBSFCU Supervisory Committee,  
P.O. Box 4860  
Long Beach, CA 90804

Your Money is published exclusively for members of LBS Financial Credit Union.  
Email: [info@lbsfcu.org](mailto:info@lbsfcu.org)

Jeffrey A. Napper,  
President & CEO

Artie J. Watson,  
Executive VP

Heather Finley,  
Marketing VP/Editor

Rosalina Vergara,  
Assistant Editor

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**NCUA** Your savings federally insured to \$100,000  
(Individual Retirement Accounts to \$250,000) by  
the National Credit Union Administration, a U.S. Government Agency.



# Your Money

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## IRAs: Start Planning for Retirement Now

It's never too early to start saving for retirement. To maintain your current standard of living, you may need close to 80% of your current income when you retire. This is a significant sum of money when you consider that Social Security may provide you with only about 25% of your income. So, how can you make up the rest?

### IRAs (Individual Retirement Accounts) make a great investment option

#### There are two basic types of IRAs:

- **Traditional IRAs:** May give you an annual tax deduction (fully or partially). Earnings are tax-deferred. Maximum annual contribution is \$4,000 or 100% of earned income (\$5,000 if 50 or older).
- **Roth IRAs:** A non tax-deductible IRA where earnings can be distributed tax-free and penalty-free if certain conditions are met. Maximum annual contribution is \$4,000 or 100% of earned income (\$5,000 if 50 or older).

#### IRA Certificate

There are even more options when you consider how you want your IRA invested. LBS Financial Credit Union offers a variety of IRA Certificates for 6, 12, 18, 24 and 30 month terms. IRA Certificates offer a fixed rate for a specific term, giving you a predictable income stream. Also, the Credit Union insures these deposits through the National Credit Union Share Insurance Fund (NCUSIF). **As of April 1, 2006, insurance on IRAs and Keogh accounts rose from \$100,000 per member to \$250,000.**

#### Investment IRA\*

The Credit Union also offers Investment IRAs through our Financial Consultant. Investment IRAs have the potential to provide greater returns, depending on the length of time you plan to keep the IRA and your investment options. These funds are not federally insured and your principal may fluctuate.

#### Direct Rollovers

You may have retirement savings accumulating dust at a previous employer. Consolidating all of your IRAs or retirement savings into one account will simplify your life. In the past, rolling a 403(b) or 457 plan into your new employer's 401(k) plan or even an IRA was not possible. Current legislation now allows money in any of these plans to be transferred into a 401(k) or IRA—giving you more control over your future.

Call one of our representatives today for more information about our IRA Certificate accounts. To discuss Investment IRA options, direct rollovers or to schedule an appointment to plan your retirement, contact our Financial Consultant, Tom Corrado at extension 4905.

\*Securities offered through Linsco/Private Ledger. Member NASD/SIPC. Not NCUA Insured—may lose value—no Credit Union Insurance.



**A**merican savings accounts dwindle, and according to the U.S. Commerce

Department, the personal savings rate has actually dropped into the negative over the past year. What does this mean to our economy?

Basically, we are spending more money than we are making. Consumer confidence in the value of our homes and soaring prices, among other factors, are attributed to why some may have taken on too much debt.

While it may be a challenge for many of us to set money aside, rates couldn't be in a better place. Your Credit Union is offering some of the best savings rates in town, giving you more reasons to start planning for the future. Preparing for retirement, education or just having a cushion in case of unemployment or other unexpected factors is crucial to ensuring that you can maintain your standard of living.

And, as our article on page 1 mentions, it is never too early to prepare for retirement. Starting young will help you build the nest egg you need to enjoy life later, without a huge burden to your current income.

Savings is more than the money you put into the Credit Union. When you evaluate the services offered by LBS Financial Credit Union (LBSFCU) and other financial institutions, you can be rest assured knowing that you are paying some of the lowest fees around (see article page 2).

The Credit Union National Association (CUNA) recently provided an estimate in March, 2006 of the total savings credit union members experience in relation to banks based on fees assessed and dividends paid. By their estimation, credit union members save about \$2 billion in lower fees, \$2 billion in higher dividends and \$2.3 billion in lower loan rates, for a total benefit of \$6.3 billion.

As a Credit Union, we are always looking for ways to return added benefits to our members. CUNA's study validates the credit union mantra: low fees, high dividends and low loan rates. Yet our most important promise to you is to provide excellent service, which can best be measured by your continued support of LBSFCU.

Thanks for making your financial health a priority and allowing us to help you along the way. We look forward to continue serving your personal financial needs.

Best regards,

Jeffrey A. Napper  
President & CEO

## Making the Most of Your Auto Purchase

It's time for a new car and you're dreading the trip to the dealership. Just keep these tips in mind and you'll be well on your way to a smart purchase:

- **Do the research.** Figure out your target price before you visit the dealer. On a new vehicle, work your way up from invoice price, not down from MSRP (Manufacturer's Suggested Retail Price). Invoice price is what the dealer actually paid for the vehicle, excluding any advertising, destination charges or regional pricing. If you're looking at a used car, check the blue book values for both private party and suggested retail values, depending on whether you are buying from a personal owner or a dealer.
- **Negotiate the purchase price of the car first** — then worry about the financing. Keep these two things completely separate. Ask about the availability of factory rebates or other incentives.
- **Don't show too much enthusiasm.** If you act like you can't live without the car, the salesperson will notice and the price could go up.
- **Add your trade-in last.** Make sure you're getting the best price on the vehicle you want to buy—then bring up your trade-in.
- **Review your financing options.** Often, dealer financing won't offer you the benefits your Credit Union can: flexible payment plans, automatic loan payments from your LBSFCU Share Savings or Checking account, no prepayment penalties, and more. Compare rates and terms to make sure you're getting the best deal.

Visit [www.lbsfcu.org](http://www.lbsfcu.org) and select **Auto Arena**, then click on the **Credit Union Direct Lending** (CUDL) logo to research both new and used cars and review Kelley Blue Book values. Call the Credit Union for more information on financing your next loan.

## Credit Union Fees Lower than Banks

Bankrate.com recently posted new survey results showing the average checking and ATM fees and account requirements at large banks and thrifts. Based on a comparison of the Bankrate.com survey data and Credit Union National Association (CUNA) data on credit union fees, credit unions continue to have lower fees than banks.

How do LBS Financial Credit Union fees compare to the big banks? See below for a comparison of our fees and checking account requirements vs. the average at large banks as stated in the Bankrate.com survey.

Item	Average at Large Banks	LBSFCU
Foreign ATM*	\$1.60	\$1.00
NSF Fee**	\$27.04	\$12.00
Checking Account Balance Requirement for Dividend	\$2,465	\$750
Average Dividend on Interest Checking	.32%	.75%

Low fees and higher dividends are another reminder of the great benefits you experience at LBSFCU. Ask for our Schedule of Fees for complete information on all of our accounts or visit our website at [www.lbsfcu.org](http://www.lbsfcu.org) and select **Disclosures** at the bottom of the page to download the latest fee schedule.

\* A foreign ATM fee is the fee charged when you use an ATM outside of your financial institution's network (for LBSFCU members that means a non-LBSFCU or non-CO-OP Network ATM).  
\*\* NSF means Non-Sufficient Funds which is the fee charged when you overdraw your account.

## HLPR Can Open the Doors to Your First Home

With the current state of housing in Southern California, getting into your first home can be daunting. LBS Financial Credit Union now offers the Home Loan Payment Relief (HLPR) mortgage for people with modest incomes.

HLPR offers the following features:

- A 3-year adjustable mortgage at 1% below the national average\*
- After 3 years, the rate adjusts annually with a cap of 1% per year and 5% over the life of the loan
- Only 3% downpayment required
- No PMI (Private Mortgage Insurance) requirement
- Maximum loan amount of \$500,000

This loan will only be available for a limited time. Call us today for more information on income requirements and to get pre-approved!

\* Current variable rate of 5.125% (6.849% APR) is valid as of April 24, 2006 and is subject to change. Purchase money mortgage only. No subordinate financing. 1-2 Units Owner Occupied only. The monthly payment for the first three years is \$2,450.19 based on a loan amount of \$450,000. Monthly payment in the fourth year adjusts to \$2,713.55. APR and payments may increase at the time of rate adjustments.

## Legislation for the Success of Credit Unions

LBS Financial Credit Union would like to thank the following congressional representatives who are in support of legislation that will ease the regulatory burden on credit unions. This legislation will enable us to continue offering great products and services to you, our members, at excellent rates.



Congresswoman Juanita Millender-McDonald (center) at a recent reception with Jeff Napper (left), LBSFCU CEO and Heather Finley (right), LBSFCU Marketing Vice President. Congresswoman Millender-McDonald has the highest number of LBSFCU members (almost 30%) living in her 37<sup>th</sup> Congressional District.

Congressman Ed Royce (R-Fullerton) sponsored the Credit Union Regulatory Improvements Act of 2005 (CURIA HR 3579) which currently has 117 co-sponsors and is still acquiring even more co-sponsors showing bi-partisan support. In addition to Congressman Royce, the following local representatives have also been supportive of the Act: Maxine Waters (D-Los Angeles), Juanita Millender-McDonald (D-Torrance pictured above), Joe Baca (D-San Bernardino), Ken Calvert (R-Riverside), Loretta Sanchez (D-Garden Grove), Dana Rohrabacher (R-Huntington Beach), Grace Napolitano (D-Santa Fe Springs), Congresswoman Jane Harman (D-El Segundo) and Congressman Darrell Issa (R-Vista).

Thanks to all of these representatives for realizing the value credit unions offer to the community and helping to ensure our continued success.

### Office Hours & Locations

	Mon	Tues	Wed	Thurs	Fri	Sat
<b>Bixby*</b> 4436 Atlantic Avenue	10 - 5	10 - 6:30	10 - 5	10 - 5	10 - 5:30	9 - 5
<b>Cerritos</b> 11462 South Street	Closed	11:30 - 7	11:30 - 7	11:30 - 7	11:30 - 7	9 - 5
<b>East Long Beach*</b> 4341 E. Tenth Street	10 - 5	10 - 6:30	10 - 5	10 - 5	10 - 5:30	9 - 12
<b>Lakewood*</b> 4916 Bellflower Boulevard	10 - 5	10 - 6:30	10 - 5	10 - 5	10 - 5:30	9 - 5
<b>Los Altos</b> 6417 E. Spring Street	Closed	11:30 - 7	11:30 - 7	11:30 - 7	11:30 - 7	9 - 5
<b>Newport-Mesa</b> 1401 Quail Street	9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	Closed
<b>Call Center</b>	8:30 - 5:30	8:30 - 7	8:30 - 7	8:30 - 7	9 - 7	8:30 - 5

\* Walk-up windows open Monday - Thursday at 8:30 am and Friday at 9 am. Lakewood's is open until 7 pm Monday - Friday. Bixby and Lakewood walk-up only on Saturday.



## Identity Theft Soars to New Heights

White collar criminals continue to find new ways to steal identities. "Phishing" is among the most prevalent forms of identity theft, where fraudulent emails are sent posing as a reputable company requesting an update to your personal information.

Emails posing as LBS Financial Credit Union, the Internal Revenue Service (IRS), National Credit Union Administration (NCUA), VISA®, ATM Network (CO-OP) and Credit Union National Association (CUNA), to name a few, have been the most recent scams over the Internet. Most of these emails look authentic and even direct you to a link that appears to be the organization's website. Often you are asked to update your Social Security number or other personal information and thieves use the information to then steal your identity.

Thieves are getting even more creative lately with "Jury Duty" scams. These scams usually occur by phone and involve a call to a victim from someone pretending to be with the district court. The victim is told they are going to be called for jury duty and need to provide birth dates and Social Security numbers.

LBSFCU takes your information and privacy very seriously. The Credit Union enforces strong policies to protect your privacy and provides very strict online security. Even with these procedures in place, it's important that you also take precautions. Make sure you always protect your Credit Union account number and Social Security number.

Be cautious of any emails or phone calls asking for your personal information. For more information on how you can protect yourself, the U.S. Treasury Department is now offering a free DVD called "Identity Theft: Outsmarting the Crooks." To request your copy, visit the Federal Citizen Information Center website at [www.pueblo.gsa.gov](http://www.pueblo.gsa.gov) or call their toll-free number at **888.878.3256**.