

## New Visa Debit/ATM Combo Card is a hit!

- Use it as an ATM Card
- Use it like a Check
- Use it for Everyday Purchases



### Request a Card Today!

First, you'll need an LBSFCU Checking Account... then just call, stop by a branch or go on-line. It's that simple!

### RATES As of November 1, 2004. 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>		
Below \$2,500	1.00%	1.01%
\$2,500 and Above	1.20%	1.21%
<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	3.95%*
80% financing (financing available up to 84 months)	3.95%*
<b>Boats/RVs</b>	
80% financed to 66 months	7.50%
<b>Motorcycles</b> —new or used	
100% financing up to 48 months	8.75%

SHARE CERTIFICATES — all rates quoted in Annual Percentage Yield (APY)	Bronze	Silver	Gold	Jumbo
	(\$2,500 min.)	(\$20,000 min.)	(\$50,000 min.)	(Over \$90,000 min.)
<b>3 month (\$1,000 min.)</b>	1.50%	1.55%	1.60%	1.75%
<b>6 month</b>	1.70%	1.75%	1.80%	1.95%
<b>12 month</b>	2.25%	2.30%	2.35%	2.50%
<b>36 month</b>	3.50%	3.55%	3.60%	3.75%

**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. **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 3.95% APR for 36 months will have a monthly payment of \$29.52 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.



## Take the stress out of financial planning!

For help with your **TSA, 401K, Pension** or **Ira Rollovers**, call our investment specialist today. Don't let taxes and penalties eat up to 50% of your nest egg... **call extension 4904 today**...for a FREE financial or retirement portfolio review.

### 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,  
PO Box 15156,  
Long Beach, CA 90815

Your Money is published exclusively for members of LBS Financial Credit Union.  
**Email: info@lbsfcu.org**

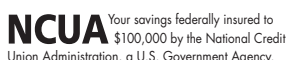
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# Your Money

## Coming Soon!...New and Improved HomeTeller

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**W**hat could be better than an automated Credit Union teller available 24/7? Our new and improved voice activated/touch tone HomeTeller system!

Slated to be available in the beginning of December, our **HomeTeller** will be sure to please our thousands of current users and attract new users with convenience, ease of use, security and round-the-clock access.



**HomeTeller** user, you'll still be able to use most of the touch tone transaction codes you've grown accustomed to over the years.

If you'd like to become a new **HomeTeller** user, just place a quick call to the Credit Union (during business hours) so we can get you started.

### And, the best part is that it's - FREE!

Use **HomeTeller** for transfers, balance inquiries, loan payments and more. If you're a current

**HomeTeller - another convenient way to access your LBSFCU accounts!**

## Paying by Check in the 21st Century

*A few weeks ago, the Check Clearing for the 21st Century Act (a federal law) went into effect to recognize a new payment option called a 'substitute check' to be used for clearing and settlement.*

For a bit of history, after 9/11 and the realization that checks had to physically move across the country for processing, the federal government made some changes. With 40 billion checks written annually, you can imagine that it's a cumbersome process that costs financial institutions a great deal of money.

Under the new law, any financial institution in the check processing chain can choose to convert an original check into a digital image, known as a 'substitute check,' and destroy the original check. Check 21 now requires the next financial institution

in line to accept the digitized substitute check as the original.

**How will it affect you?** Since LBSFCU currently doesn't return checks to members, you won't notice much of a change, unless you possibly view a paid substitute check via **CU Online**. Mainly, this change to an electronic image will significantly reduce or eliminate any float time (grace period) that an original paper check might have taken to clear. Always be sure to have the money in your account when you write checks to avoid any unnecessary fees.

# President's Message



**A**s the holidays draw near, let me be the first to wish you and your family heartfelt seasons greetings and warmest wishes for a happy, healthy new year!

It is with great pride that I served you this year, ensuring your financial security, very competitive savings rates and some of the best loan rates in our marketplace. Our focus has been to improve our service to you through doubling our teller line capacity at the Los Altos office, offering new mortgage lending products to give you the opportunity to own your own home, a new combined ATM/Debit Card for better account access and the ability to bring your auto loan from another financial institution to LBSFCU for a great rate and cash rebate.

Another area of focus this year has been data security. We at LBSFCU have worked hard to improve our computer systems and vendor relations to ensure that your personal information stays private. We take security very seriously and encourage you to do the same. Please see our Security Alert on page 3.

All our areas of focus are really just part of our number one goal each and every day, which is to provide you with exemplary member service. And we've hit the mark – once again – I'm happy to share that we exceeded our goal for overall member service in our latest bi-annual member survey!

We've also begun to work a little closer with our legislators on the local, state and federal levels to make sure they understand what a Credit Union is and the vital role we play in the financial marketplace. Over the next several months you may hear national public attacks from bankers on Credit Unions. We want you to know that we are aware of these attacks and may call upon you to help spread the word about our great cooperative.

We truly thank you for being an active and loyal LBS Financial Credit Union member. We look forward to an enhanced financial relationship that will last for many years to come.

Best Regards,

Jeffrey A. Napper  
President & CEO

# Mortgage Marketplace

**V**isit [www.lbsfcu.org](http://www.lbsfcu.org) and click on Mortgage Marketplace for everything you've wanted to know about home loans and the home buying process; including rates, comps and an on-line application with a fast decision!

## ARMs are still a great way to get into your dream home!

Adjustable Rate Mortgages (ARM) are an affordable way to get into a new home.

Generally ARMs have lower rates than fixed-rate mortgages. For example, a 5/1 ARM starts out with a rate that stays the same for five years, then adjusts every year thereafter. Rates on these loans generally run between 1 and 1.5 percentage points lower than rates on 30-year fixed rate mortgages.

In deciding if an ARM is right for you, one of the key questions is, how long before you refinance or move to a new home? ARMs have become quite popular as homeowners have learned to match their loan to the length of time they think they'll own their home, rather than automatically opting for the more expensive 30 year fixed loan. A typical homeowner refinances or moves every five to seven years.

LBSFCU offers a choice of an ARM product with a rate fixed for the first 1, 3, 5 or 7 years...then adjusts annually thereafter, or one with a rate fixed for the first 5 or 7 years, then adjusts once and remains fixed for the life of the loan. **Our rates are very competitive; be sure to check us out for your next home loan!**

## Find a home, sell a home... get a cash rebate!

Could you imagine working with a full-service real estate agent and receiving a 25% rebate from their commission? It's the newest trend in real estate transactions and is available for members through LBSFCU's **OneSource Real Estate Services!** Before you work with an agent, call or visit our website and OneSource will help you find a qualified, professional real estate agent...and you receive a 25% rebate of their commission! Also available through OneSource is the ability to search multiple listings of homes currently on the market, calculate your property value, view comparables, check out neighborhood information (crime rates, population, schools), even change utilities – before you move in...on-line and FREE! Just log onto [www.lbsfcu.org](http://www.lbsfcu.org), click on **Mortgage Marketplace**, then click on **OneSource** or call LBSFCU extension 5270, today!



LBSFCU is an Equal Housing Lender. We do business in accordance with the federal Fair Housing Law and the Equal Credit Opportunity Act.



## Our Holiday Gifts to you...

**Visa Skip-A-Payment:** As a small token of our appreciation for your business, you have an option to skip your December 2004 and January 2005 Visa payments!

**Visa Gold Fee Waiver:** And, our Visa Gold Cardholders receive another holiday gift – the \$24 annual fee for 2005 has been waived!

For your convenience, the Holiday Visa Skip-A-Payment will be done automatically and there will be no need to contact the Credit Union. However, if your payment is normally made through an automatic transfer, your payment will continue UNLESS you contact us. Members who do not wish to participate in the Skip-A-Payment option can simply continue making regular monthly payments. Skip-A-Payment is only available for members whose credit union account is current and in good standing, other restrictions may apply. Interest due on the Visa balance during December and January will continue to accrue.



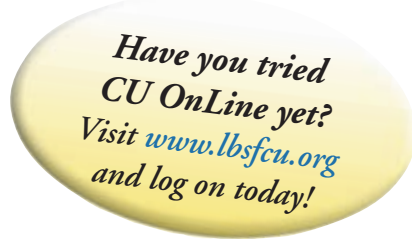
# The Good... The Bad... and The Ugly



- The Good:** Technology is great! It brought us information at our fingertips with the Internet and the ability to communicate with friends and family all over the world with email.
- The Bad:** Unfortunately, lurking in the shadows are criminals spending all day trying to figure out new ways to steal from you. Don't fall victim! Don't ever respond to a financial institution email or go to their site via the convenient link in their email. Thieves have gotten really good at mimicking banks and credit unions, telling people that: "in order to safeguard your account we require that you confirm your banking details" and "this process is mandatory, your account may be suspended" or that "you've won the International Lottery!" They're all hoaxes!
- The Ugly:** If you ever feel as though you have been victimized, be sure to review all your account and credit card statements for unauthorized use. Make sure you report any suspicious activity immediately.

**Remember, LBSFCU will never initiate a call or email to ask for your personal information; we already have it.**

Take a very important step towards shielding yourself from identity theft and account fraud...don't share your personal information, passwords or PINs with **anyone!**



## Did you Know?

- That our **Call Center** is open on Saturdays from 8:30 a.m. to 5:00 p.m. to answer your questions and assist you? See a complete listing of all our hours below.
- That our **Newport Beach - Costa Mesa** office (1401 Quail Street) has been recently remodeled and is open from 9:00 a.m. to 5:00 p.m. Monday through Friday? Stop by to apply for a loan, make a deposit or withdrawal, we'd love to see you. And, more good news...the ATM is available 24/7 for your convenience.
- That you can **re-order your checks on-line** by going to [www.lbsfcu.org](http://www.lbsfcu.org), clicking on Savings & Checking and then Re-Order Checks On-line? It's a safe, quick way to re-order your checks!

## 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.

## What's a 403(b)? Should I Consider One?

**S**chool, college and charitable organization employees take note! An employer-sponsored TSA or 403(b) plan has always been a great way to save for retirement, and now with changes to tax laws, they could be even better.

A **403(b) plan**, also known as a tax-sheltered annuity (TSA), allows you to save a portion of your salary on a pre-tax basis. Your savings are automatically deducted from your paycheck before income taxes are withheld, and are deposited into a 403(b) account with a financial institution approved by your employer.

Under IRS rules, you can generally invest your savings in mutual funds or fixed or variable annuities. Your money then grows tax deferred, until it is taxed as ordinary income upon withdrawal. **You can now contribute up to \$13,000 a year** to a 403(b) plan, assuming your plan allows the maximum contribution and that you're eligible to contribute up to the annual limit.

There are special catch-up contributions allowed if you reach 50 or if you've worked with the same eligible employer for at least 15 years and you didn't contribute up to the maximum limit in previous years.

Your **LBSFISC Investment Specialist** can help you navigate through the often confusing sea of investment options. Call extension 4904 today for a **FREE** financial and retirement review!

Securities are offered through Linsco/Private Ledger, Member NASD/SIPC. Mutual funds, annuities and other investments available through Linsco/Private Ledger are NOT deposits, are NOT insured by the FDIC, NCUSIF or any other regulatory agency, are NOT obligations of or guaranteed by LBS Financial Credit Union, or any other affiliated entity, are subject to investment risk including loss of principal and are subject to fluctuating rates of return. Linsco/Private Ledger is not an affiliate of LBS Financial Credit Union.



**Move your auto loan to LBSFCU...** besides a great rate and term, you could get a rebate of \$100, \$150 or \$200!

Visit [www.lbsfcu.org](http://www.lbsfcu.org) or call for complete details.

**Move your current auto loan to LBSFCU today...it's easy!**

Does not apply to current LBSFCU loans. All loans subject to LBSFCU credit approval. Some restrictions apply.