



Pride NEWS

We're just weeks away from the start of the new school year, and whether you are a student, parent, grandparent, or just trying to plan for the upcoming Fall season, the **American Pride Credit Union** has something for everyone to help you breeze through the changes.



Think of the Credit Union for These Important Services...

- ✓ Checking account with Check Card access and online banking
- ✓ Loans for tuition, computers, cars and your first home
- ✓ Credit card that saves money compared to higher-interest cards
- ✓ Savings options for vacation, holidays, special events and retirement

Everybody wants your business, but American Pride Credit Union wants you to graduate with honors! Talk with us about how you can make smart choices before you head off in a new direction.



SallieMae Get the Money You Need for Your Education

Loans for:

- Undergrads
- Graduate Students
- Parents

Ask American Pride Credit Union about which Sallie Mae® loan is right for you.

Visit www.americanpridecu.org/loans-visa or call 814-946-3045 to apply today!



- Auto – 2.49% APR*
- Credit Card – 3.99% APR*
- Home Equity Loans – 3.60% APR*
- Personal Loans – 6.99% APR*

*See inside for more details.

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American Pride Credit Union

1431 Valley View Boulevard

Altoona, PA 16602

Phone: 800-925-6382 • 814-946-3045

Fax: 814-946-4232

Email: memberhelp@americanpridecu.org

www.americanpridecu.org



Buying Your First Car

Fresh out of school? New job? Just ready to have your own wheels?

Buying your first car can be exciting and scary all at the same time! There's so much to think about before you purchase: getting a car you want for a price you can afford, securing financing, and getting insurance. We've put a few pointers together to ease the stress during this process!

Do Your Homework

Whether you decide to buy a new or a used car, it all comes down to getting a vehicle you can afford, not only to purchase, but to drive and maintain. Along with evaluating options and style, you should also consider how reliable the car is and costs related to driving it, based on surveys, maintenance records and published gas mileage.

As you narrow down your selections, be sure to test drive the models you are considering and read the posted sticker (and other published information) to learn more about the vehicle. Obviously, online searches and other tools can provide the same info, but actually driving the car can speak volumes. Don't forget to speak with an insurance agent to learn what your insurance premiums will be. When you take everything into account – car payments, maintenance, parking, gas and insurance – you may want to try to limit the total auto expense to 10 to 15 percent of your monthly income.

The New or Used Decision

Preference and affordability usually dictate whether to buy new or used. New cars generally require little maintenance the first few years and come with a warranty that covers unforeseen expenses, but they are more expensive. If you are considering a used car, be sure have a qualified mechanic inspect the car and you may want to get a Vehicle History Report (Websites like www.Carfax.com or other services offer these reports) to learn if the car was ever stolen, salvaged or recalled. The report will

also provide information on the number of previous owners, whether it ever failed an inspection or if someone tried to modify the odometer.

Negotiating the Purchase

Often referred to as the stress factor, negotiating a deal with a sales person doesn't have to be difficult. If you are "just looking" and not ready to buy, you may want to let your sales person know from the onset to avoid wasted time for both you and the salesperson. But if you've done your homework and are ready to buy, arm yourself with values and prices you have found in your searches, and know what you can afford. Don't be afraid to walk out to another dealer to get the deal you want/need to buy a car or if you are not treated with respect.

Paying for the Car

While some people opt to pay "cash" for a vehicle, that is determined by what funds you have available. It is simple and you will avoid any interest expenses. Alternatively, you can make a down payment and finance the rest. This is most common. The Credit Union offers competitive rates and flexible term that will fit your budget. Terms usually vary from 24 to 72 months with most people choosing loans from 48 months to 60 months. We suggest securing your loan (getting a pre-approved loan) before you walk into the showroom. That will be one less thing to distract you, will help you stay within your budget, but may also provide some negotiating power.

Getting the car you want (and can afford) can be easy as long as you do your homework and avoid dealer distractions that tend to lead you to a vehicle you may not be able to afford. Look to the Credit Union to help throughout the process, especially when it comes to financing.

Student Advantage Money Management Account



Designed for students ages 18-24*, our new Student Advantage account is available to students enrolled in high school, college, vocational school, or other educational programs. This account provides the features students need to manage their finances while attending classes.

Features include:

- ✓ No charge ATM withdrawals and no charge Debit card purchases up to your daily limit. Featuring live processing so you can get an up to the minute snapshot of your cash position.
- ✓ Free Mobile app access for Apple and Android. To use and monitor your accounts on the go, wherever you are. *
- ✓ Free Home Banking – 24 x 7 – laptop, tablet or desktop access to all of your accounts and features.
- ✓ Free Bill Payment – Pay your tuition and other school expenses and send money to anyone, anytime.
- ✓ No minimum monthly balance in checking is required.
- ✓ Access to our student loan partner, Sallie Mae.
- ✓ A low monthly service charge for all of these services: \$5.00

*The account is also available to students ages 16-17 with parent or guardian as joint account holder. Must provide evidence of attendance at an educational institution.

*Mobile app service is free of charge. Check with your plan carrier to see if data charges may apply under your mobile phone plan.

Save With These Other Back to School Needs

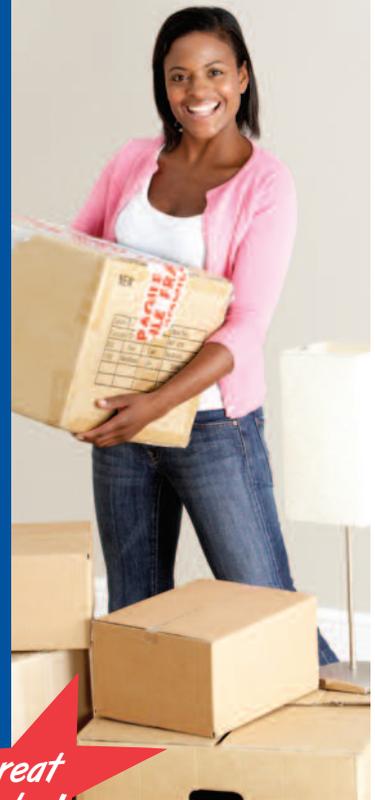
TRANSPORTATION

Our new and used vehicle loans are at an all-time low, for now. **Get rates as low as 2.49% APR and terms to 84 months.** And we don't credit score auto loans!

CREDIT CARD

When used responsibly, credit can be a good thing and help you build a solid financial reputation. Our Visa credit card features rates as low as **7.90% APR, with an introductory rate of 3.99% APR for the first 12 months.**

Great Rates!



HOME EQUITY LOANS

Ok, so the kids are out of the house for the next 9 months. Why not use the quiet time and the equity in your home to do some remodeling, possibly that spare room you might now have, or give your home a makeover before the holidays? **Rates are as low as 3.60% APR.**

PERSONAL LOANS

This go-to borrowing option features **rates as low as 6.99% APR and easy repayment terms.** Choose payroll deduction or repay from any other financial institution – we'll do all the set-up work for you.



DID YOU KNOW?

Banzai!

American Pride is working with Banzai, a national award winning financial literacy program which provides financial education curriculum to local schools at no charge. The credit union has provided financial education to nearly 400 students since teaming up with Banzai.

A Dozen Tips to Help You Manage Your Money

- 1. Track it** - Track your spending for two to four weeks to find out where your money is going. You may not realize the many “little” things can add up to BIG spending.
- 2. Get a plan** - The best way to manage your money over the course of a semester is to sit down and map out a budget. List sources of income such as scholarships, loans, money from summer jobs and cash from your parents as well as expenses, such as tuition, books and groceries.
- 3. Good time money** - Be sure to include money for entertainment because EVERY student needs a break from studies and time for fun!
- 4. Pace yourself** - Give yourself a spending limit for each week to ensure that your available resources will last the semester.
- 5. Go easy with the credit cards** - Use credit cards sparingly to avoid spending beyond your means! Once you get used to reaching for that card, it's a difficult habit to break.
- 6. Set your own credit line** - Don't get us wrong, a credit card is often necessary to carry for emergency or larger purchases. All we're saying is that you should set your own limit on using the card too.
- 7. Get real** - College is a time to exercise your independence and make some decision/choices that may cost money. Be realistic and in tune with what is necessary and what isn't, as

well as how an unplanned expenditure will affect your budget and ability to spend in the future.

- 8. Stuff happens** - If you bust your budget on something you really want to do this week, make up for it next week.
- 9. Look ahead** - Whether it's a road trip with friends or an auto insurance bill, if you know a big expense is coming, start putting some money aside to pay for it. It's a lot easier to set aside \$50 every month than to come up with \$300 when the bill is due.
- 10. Get in touch with your roomie** - Contact your roommate before the semester starts to divvy up expenses and chat about who will bring the refrigerator or microwave. This will help avoid duplicating purchases and excess spending.
- 11. Spread it out** - Most of your big expenditures will be at the beginning of each school year. Buy books used or online.
- 12. Ask for help when you need it** - At any age, it's hard to admit you're in trouble and need money. Drum up the courage to reach out for help early on to avoid much bigger problems down the line!



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Pride**
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1431 Valley View Boulevard
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Back to School
Edition