

Second Quarter 2012

FLORIDA HOSPITAL CREDIT UNION



Serving your financial needs since 1955.

Special points of interest:

- **Visa Balance Transfer**
- **0% Financing vs CU Financing**
- **Free Checking Accounts**
- **Mr. Mortgage**
- **Shred Fest**
- **Member's Realty**

MAX (24 hour Audio Response System)

(866) 303-9596

Florida Hospital Credit Union Website

www.fhcu.cc

BRANCHES

Member Service:
(407) 303-1527

Administrative Offices
115 Boston Avenue Suite 2400
Altamonte Springs, FL 32701

Main Branch
601 E. Rollins Street
Orlando, FL 32803

Altamonte Branch
601 E. Altamonte Drive
Altamonte Springs, FL 32701

East Orlando Branch
7727 Lake Underhill Drive
Orlando, FL 32822

Maitland Branch
900 Winderley Place Ste 1050
Maitland, FL 32751

CU BRIEF



Save yourself from your
High Credit Card Balances
Transfer them to FHCU today!

Through April 30, 2012, FHCU is offering a Visa Balance Transfer Promotion that will save you from your high credit card interest rates. Transfer your balances to FHCU and take advantage of these great rates for a whole year!!

2.99% APR* on Visa Platinum for 12 months from the transfer date.

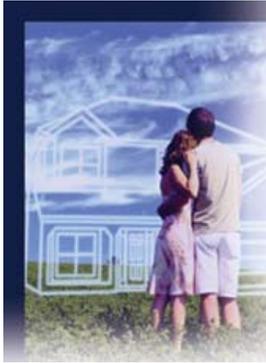
5.99% APR* on Visa Classic for 12 months from the transfer date

Contact a branch or visit our website to take advantage of this offer today!!

*APR Annual Percentage Rate. Excludes Share Secured Cards. Some exclusions may apply. Offer available until April 30, 2012. Offer can expire at any time without notice. Balances transferred within the promotional period will be at the promotional APR for 12 months from the transfer date then the rate will default to your standard APR for purchases which will be applied to all remaining balance transfer amounts. Maximum total transfer amount is limited to your approved purchase limit and cannot exceed \$20,000. Interest will begin to accrue at time of the balance transfer. Other terms and conditions may apply. Contact your credit union for details.



Serving your financial needs since 1955.



Dreaming of a new home? Apply online www.fhcu.cc



VISA rates as low as 9.99% APR! go to www.fhcu.cc to learn more!

Our mission: “To empower members to achieve their financial goals.”

Our Vision: “To be a Member friendly financial institution, adapting to our Members needs while responsibly growing our assets.

Our commitment: “The Florida Hospital Credit Union is committed to honesty, integrity and service excellence.”

0% Dealer Financing *vs.* Cash Rebates and FHCU Financing

Which is the smarter choice?



Declining sales have forced car dealership to focus on attention grabbing advertising and promotional offers. 0% APR financing offers are starting to make a comeback; offering the dream of a new car with no interest a reality. But, is there a catch? These financing deals seem to be a no-brainer, but what happens when we read the fine print and do our own math.

First, these deals are hard to qualify for. Even though the dealerships need to make sales, their financing partners are not interested in making risky deals. You will need a credit score of at least 700 to qualify and most come with a 36 month term pushing the monthly payments into unaffordable territory. Also, when you take the 0% financing offer, you are most likely sacrificing elsewhere. This sacrifice usually means giving up your Manufacturer Rebate. However, this rebate may be a better option to help lower the PRICE of the car before you finance. Check out the math below. Even with the dealer 0% APR, FHCU financing with the Manufacturer’s rebate can save you \$2340 over the life of the loan.

When shopping for a car: Know your credit score, secure your financing BEFORE you start shopping, do the math and sleep on it. These simple steps put you in the best position to get your best deal.

	Auto Dealer Financing 0% APR for 36 months*	FHCU Financing 2.49% APR for 36 months* with Dealer Rebate
Vehicle Selling Price	\$20,000	\$20,000
Manufacturer Rebate	\$0	\$3,000
Down Payment/Trade	\$0	\$0
Amount Financed	\$20,000	\$17,000
Interest Paid over Life of Loan	\$0	\$660
Total Cost	\$20,000	\$17,660
Monthly Payment	\$556	\$491

By taking the rebate and financing with FHCU, you save \$65 per month and \$2340 over the life the loan!!

This example is for illustrative purposes only. Current rates may be lower or higher. Florida Hospital Credit Union rate payment estimate based on 2.49 APR (Annual Percentage Rate) for 36 months with no down payment or trade in.

Is your wallet sick of paying Checking Account Fees? Use FHCU for your checking account needs.



Recover from those high checking account fees with FHCU. Open your account with us today and take advantage of a checking account with **NO** monthly fees and tons of extras all at **NO** cost to you.

Open your account today!

- ♦ **FREE access to Online Banking**
- ♦ **FREE on the go access through Mobile Banking**
- ♦ **FREE first box of Checks**
- ♦ **FREE Online Bill Payer**
- ♦ **FREE Visa Debit Card**
- ♦ **FREE ATM Uses at thousands of locations such as Publix Presto and Access.**

QUESTIONS ABOUT MORTGAGES OR HOME OWNERSHIP??



ASK MR. MORTGAGE FOR HELP

Q) The house next door to me was recently purchased. One evening, while speaking with my new neighbor, he mentioned that his Accountant told him that he could deduct the points he paid on his loan from his Federal income tax. I thought points could only be deducted from one's taxes, over the life of the loan.

A) Discount points paid at a closing can be deducted from one's taxes in the year they are paid. If the points are financed into the loan, as is usually the case in a refinance, then you can deduct 1/15th of the amount each year on a 15-year mortgage and 1/30th of the amount each year on a 30-year mortgage. Discount points are a form of prepaid interest and that is why they are an allowable deduction. A person pays discount points to get a lower interest rate than what is being offered at the "par rate." Origination points on the

other hand are not deductible. Most lenders charge one point to originate a loan. This is their charge for doing all the work necessary in getting you a mortgage.

Q) I am going to be purchasing a house very soon. My parents have agreed to give me the money for the down payment. What kind of documentation is the lender going to need?

A) The lender will require your parents to fill out and sign a "gift letter." This is a standard form in mortgage lending. It will ask for the name, address and phone number of the donor, the relationship of the donor to you, the dollar amount of the gift, and the date the funds were transferred to your account. There is also a statement on the gift letter that no repayment is expected. The lender will verify that your parents have the money in their account. A copy of their monthly bank statement, showing sufficient funds to cover the amount of the gift is usually all that is needed. If the money is coming from a savings account and they do not receive a monthly statement, you will need to copy each page of the savings book, as well as the cover page, showing the name of the bank.

—Mr. Mortgage; Jay Stein

Jay Stein has been FHCU's mortgage specialist for over 7 years and has over 24 years of experience specializing in mortgage lending. If you have a question for Mr. Mortgage, send an email to fh.credit.union@flhosp.org with the subject line of Ask Mr. Mortgage.



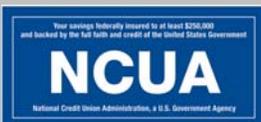
Serving your financial needs since 1955.

Board of Directors:

- Pat Deegan (Chairman)
- Kathy Reep (Vice Chairman)
- Kristin Sagert (Secretary)
- Cecil Lowry (Treasurer)
- Karen Schimpf (Director)
- Greg Edris (Director)
- Abel Biri (Director)
- Tim Bales (Director)
- Don Bartlett (Director)

Management Team:

- Rob Hatefi (President/CEO)
- Eric Lawson (VP/CFO)
- Susan Green (VP/COO)



Thank you for making our first Shred Fest a success!!

In December 2011, Florida Hospital Credit Union hosted our first Shred Fest event at our Administration office. The day was a fun filled event attended by over 50 members. Cintas was on hand to shred the personal documents and mail that accumulated in our members' homes and offices during the years.

At the end of the day, we shredded over 1,100 pounds and our oldest document came from 1972.

Check out our news and events page for upcoming events. You don't want to miss our next Shred Fest!



Looking to buy or sell a home? Check out our realty partner **Member's Realty, LLC**

With over 10 years in the realty industry, Member's Realty, LLC provides our members with a great benefit.

Whether you are buying or selling, they can offer you an exceptional experience. Member's Realty is focused on member service ensuring your complete satisfaction. They also offer a cash back rebate on the purchase of a home.

Contact them today!! 407-590-2607