



ALLIANT[™]
credit union

members circle



www.alliantcreditunion.org

a newsletter for Alliant Credit Union members

February 2011

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Getting the right deal on the right car

Car Buyers' Worst Mistakes

How much money do you think educated car buyers can save over uneducated buyers when buying the same car? Would \$5,000 get your attention?

While you may not save as much as \$5,000, you'll save a bunch if you avoid these classic car-buying errors.

1. **Showing enthusiasm.** If you act excited, the sellers know they have a unique product you want. The price goes up instantly. Keep that enthusiasm in check until you've driven home.
2. **Buying in a hurry.** If you buy on your first visit to a dealership, you don't have time to compare. Take your time. Be willing to walk away. The price at most dealerships falls quickly if you move slowly.
3. **Giving deposits before the dealer approves your offer on a vehicle.** Feel free to give a deposit, if you really want a vehicle. But don't give it until the boss has said "yes." Some dealerships use deposits to keep you there while they try to convince you to pay more. And you can't leave if they have your deposit—money, a credit card, a driver's license, etc.
4. **Being switched to leasing without doing your homework.** Because dealerships make a much larger profit if they lease rather than sell, even the best dealership is going to try to "switch" you. They'll try to convince you leasing is cheaper than buying. In most instances, it isn't. If you want to lease, fine. Just don't do it on the spur of the moment.
5. **Trading in your old car without knowing its value in advance.** A dealership has the right to give you the least you will take for your old car. But you have a right to get the most your car is worth. To know that value, simply clean it up, and try to sell it to several used car departments. The highest amount you're offered for it is your car's real value right now. Don't accept less than that in trade.
6. **Financing automatically at the dealership.**

Dealerships may seem like the cheapest place to finance. To find out, simply bring a copy of the filled-out dealer contract to Alliant and let us help you compare it to our financing. If the dealership won't give you a copy, they're probably telling you they're not really the cheapest.

Big mistakes mean big bucks out the window. Avoid these mistakes, and put that money to work rather than throwing it away.

Source: Credit Union National Association

1 Alliant vehicle rates available as of 02/01/2011. Rates include automatic payment option. Rates are 0.4% higher without automatic payment option. Loan approval, APR and downpayment required based on payment method, creditworthiness, collateral and ability to repay. Rates, terms and conditions are subject to change. APR = Annual Percentage Rate.

DIVIDEND

March Dividend

DECLARED FEBRUARY 17, 2011

The **March 2011 Savings and IRA Dividend**, declared 02/17/2011, provides a Compounded Annual Percentage Yield of

1.15%^{APY}

Dividends are paid on the last day of the month to accountholders who have maintained an average daily balance of \$100 or more. Savings dividend is subject to change monthly.

The **March 2011 High Rate Checking Dividend**, declared 02/17/2011, provides a Compounded Annual Percentage Yield of

1.10%^{APY}

Checking dividends are paid on the last day of each month to accountholders who meet the requirements of the account. Checking dividend is subject to change monthly.

Alliant has lowered its Auto Rates!

New vehicle (as low as) **2.95%^{APR}**

Used vehicle (as low as) **3.50%^{APR}**

The two biggest retirement misconceptions

Presented by Alliant Retirement and Investment Services Advisors Shaun Floresca, Terence Powell, Giacomo Parente, CFP®* and Thomas Brunz.

There are financial misconceptions and outdated assumptions that can prove harmful for those currently in or contemplating retirement. The two biggest ones are:

#1) Assuming retirement will last 10-15 years.

Historically, retirement has lasted about 10-15 years for most people in the U.S. However, by 2005, life expectancy for the average American was 78¹ years with many people living much longer. In fact, the Census Bureau believes that over 7 million Americans will be 85 or older in 2020, almost 45% more than in 2005². If your financial plan is based on a shorter life span, you could outlive your money.

#2) Assuming too little risk.

Holding onto your retirement money is important; but so are retirement income and quality of life. There are three financial issues that can negatively affect your financial situation over time: **inflation, taxes and health care costs.**

- **Inflation** is currently low, but it can increase. Even moderate inflation gradually zaps your purchasing power. Imagine that you've recently retired. Now, imagine living on the same income 10 years from now. Simply put – you need your income to keep up with inflation.
- **Taxes** will likely increase as time goes on, and take a bigger portion of your money. So be prepared by making tax-advantaged investments, whether you are 20, 40 or 60.
- **Health care costs** are climbing – you need to be prepared financially for the cost of acute, chronic and long-term care.

As you get older, a conservative approach to investing is important. But given how long your retirement may last – it's also important to have growth investments with earning potential.



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RETIREMENT AND INVESTMENT SERVICES

Visit www.alliantcreditunion.org or call 800-226-2994 about a no-cost, no-obligation financial planning session.

Representatives are registered, securities are sold, and investment advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor, 2000 Heritage Way, Waverly, Iowa 50677, toll-free 800-369-2862. **Non-deposit investment products and insurance products are not federally insured, involve investment risk, may lose value and are not obligations of or guaranteed by the financial institution.** CBSI is under contract with the financial institution, through the financial services program, to make securities available to members. FR021110-20EE

* CFP=Certified Financial Planner. The CFP certification is not affiliated with CBSI.

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1 nytimes.com/2008/04/27/weekinreview/27sack.html?pagewanted=print [4/27/08] 2 usatoday.com/tech/science/2005-10-23-aging-centenarians_x.htm [10/23/05]

We're coming to Willis Tower...

On March 14, 2011, Alliant will open a Service Center in Suite 435 on the fourth floor of the Willis Tower in Chicago. This full service branch will be open Mon–Fri, 8am–4:30pm and offer 24/7 access to an Alliant-owned ATM and night depository, both located in the branch vestibule. *Note: This is a secured location. Access to the branch, night depository and ATM is limited to United employees who are badged at Willis Tower.*

Concurrently, beginning March 14, 2011, the business hours of the Alliant Service Center at United's Operations Center (WHQCU) at 1200 Algonquin Rd. in Elk Grove Village, IL will change to Mon, Wed, Fri, 8am–5pm (closed daily 1pm–2pm). This location will permanently close at the end of business day, May 13, 2011. The full service ATM located outside of the cafeteria will remain.

As an alternative, members can visit Alliant Credit Union Mon–Fri, 8:30am–5pm at 11545 W. Touhy Avenue, (at the corner of Touhy Avenue and Wolf Road, adjacent to the United Reservations Center), and enjoy 24/7 account access by:

- Logging in to Alliant Online Banking at www.alliantcreditunion.org
- Calling Self Service Telephone (SST) at 800-482-5328
- Calling Alliant's Member Contact Center at 800-328-1935

office closings

Alliant main offices and Service Centers will be closed on the following days:

Memorial Day
– Monday, May 30, 2011

convenient 24/7/365 account access

- Online banking at www.alliantcreditunion.org
- Member Contact Center at 800-328-1935
- Self Service Telephone at 800-482-5328
- Over 80,000 surcharge-free ATMs nationwide

dial direct: Alliant is there when you need us

Self Service Telephone (SST)
800-482-5328
24/7 automated account access

Member Contact Center
800-328-1935
24/7 personal assistance
TDD/TTY 773-462-2300

VISA® Debit Card
Lost/Stolen: 800-328-1935
After Hours: 866-861-5411

VISA® Credit Cards
24/7 Member Services/
Account Info/Lost or Stolen:
866-444-8529

VISA® Gift Card
Purchase: 800-328-1935
Support Center: 866-466-2362

Mortgage Hotline
800-365-7003
Mon–Fri, 6am–7pm CT
Sat, 8am–noon CT

Auto/Home Insurance
888-380-9287
Mon–Fri, 6am–10pm CT
Sat, 6am–8pm CT

BALANCE™ Financial Fitness
888-456-2227
Mon–Thu, 7am–10pm CT
Fri, 7am–7pm CT
Sat, 10am–7pm CT

Alliant Headquarters
11545 W. Touhy Avenue
Chicago, IL 60666

Alliant Retirement and Investment Services
800-226-2994
(Representatives in Chicago, IL, Denver, CO and San Mateo, CA)

Deposits/Payments
P.O. Box 60050
City of Industry, CA 91716-0050

Credit Card Payments
P.O. Box 60051
City of Industry, CA 91716

All Other Correspondence and IRA and HSA Deposits
P.O. Box 66945, Chicago, IL 60666-0945

For Alliant Service Center locations, Online Banking, and product and service information, visit our website:
www.alliantcreditunion.org

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