


Money matters to **people**. People matter to **us**.

# MoneyMatters



## Entrepreneur Spotlight: **Johnny Cupcakes**

Learn more about the  
man behind the world's  
first t-shirt bakery

## *Five Resolutions* to Trim Spending and Reduce Stress

Money-saving tips to help you ring in  
your financial New Year

## Reality Check on Your **Retirement Savings**

Are you confident about saving  
enough for your future?

## New Year, **Same Scams**

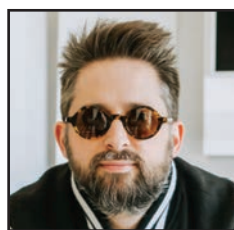
Stay safe online and  
over the phone

## On the Cover



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**Five Resolutions  
to Trim Spending  
and Reduce Stress**



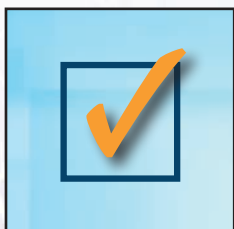
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## Important Tax Reminder

You have until tax filing day,  
**Wednesday, April 15, 2020**, to make  
contributions to your IRA for 2019.

Open and/or contribute to a  
Visions IRA today to make the most  
of your potential tax benefits.

## Direct Deposit Your Tax Refund in 3 Easy Steps!

- 1 What is my Visions FCU routing number? **221375378**  
Where is my account number?
- 2 **Top right of your Visions statement**  
Note: **DO NOT** add the account suffix – only  
use your account number
- 3 Choose Savings or Checking on the  
**Direct Deposit Form**

Account Number:  
**XXXXXXXXXX**  
Statement Period  
12/01/2019 thru  
12/31/2019

## Numbers to Know

Phone numbers, account numbers, and routing  
numbers – oh my! Take the guesswork out of  
which numbers to use with this handy reference.

### Routing Number

221375378

### Main Phone Number

800.242.2120

### Debit and Credit Card Number

*(for Card Activations, Lost/Stolen Support,  
Fraud/Disputes, and PIN Changes)*

833.224.5785

### Visa® Platinum and Elite – Rewards Number

888.211.8384





If you've ever seen our employees wearing jeans on Fridays, it's because of our Denim Days program. Denim Days allows our employees to wear jeans on Fridays in exchange for \$5 donations from their paychecks.

Along with recurring partners like the United Way, the American Heart Association, and Making Strides, we select three new nonprofits for donations every month. We're proud to say that we've raised over \$200,000 since we started in 2015! Donations are delivered to organizations throughout all three states we serve.



## Employee Volunteer Spotlight

**Ron B.** Indirect Lending Specialist

"I've been volunteering for years, especially with the local school sports teams. I've been with the Endicott Little League for seven years now, having been the head coach and even a board member. Recently, I've been the Vice President for the Union-Endicott Softball Booster Club, the assistant coach and co-treasurer for the Titans Travel Softball group, and I've been involved with the board of the George F. Johnson Booster Club."



## Why do you volunteer?

"One of the biggest reasons I got into volunteering was because of my kids. I think it's important to be part of your child's life and to be part of the community that you live in. I enjoy helping young people not only with sports, but helping them learn and grow. I've made a lot of friendships volunteering, and when you can do something that impacts a young person's life – big or small – it feels good."





## Check out our new look!

We just remodeled two of our offices. Next time you're visiting, stop by, grab a cup of coffee from the café, and say hello!

### Owego, NY

26 Day Hollow Road

### Rochester, NY

1130 E. Main Street



## ROCHESTER Remodel Celebration

## Our Member Saved **WHAT?!**

Nothing makes us feel better than helping our members, which is why we're always looking for opportunities to improve your financial wellbeing. Sometimes it's as easy as balancing a checkbook, other times it's saving you money with a refinance. Here is a great story from our Binghamton University, NY office:

"We had a member come in to apply for overdraft protection and it looked like we could save her some money with a consolidation loan. At first she wasn't interested, but then I started working out her numbers and showed her that we could save her over \$500 per month. She was thrilled, started the application, and was approved. After a few weeks, we set her up with a home equity loan, saving her even more."





## POLITICAL ADVOCACY

### At home or in DC, we're working for you

Change starts with education, and that's what your governmental affairs team hopes to accomplish in Washington, DC and beyond.

As your financial advocate, we're committed to helping lawmakers understand the needs of our 200,000-plus members. During the 116th Congress, our team has had the opportunity to educate members of Congress on issues close to home, including data security, housing reform, extension of lending terms, support for the hemp industry, and more.

We've seen cooperation from both sides of the aisle on issues that can make a difference for members like you. With visits to over 30 federal legislative offices, you can count on Visions to be your voice and tell your story on Capitol Hill.

That's not all, though – we're also active in our district offices throughout New Jersey, New York, and Pennsylvania. We seek bipartisan agreements in your best interest, all in the hopes of keeping our cooperative strong.

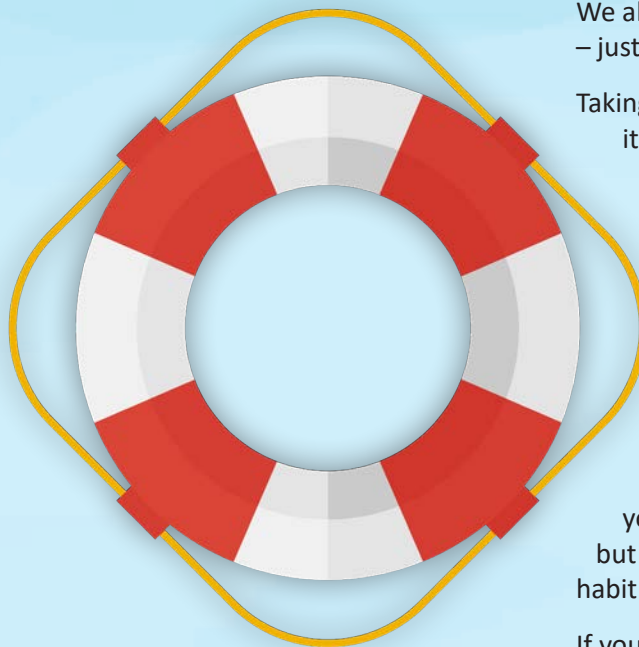
To see which issues we're currently supporting, visit [visionsfcu.org/advocacy](https://visionsfcu.org/advocacy).

## Why You Need an Emergency Fund

The concept of an emergency fund is hardly a new one. In fact, you've probably heard the basics before. But with news articles increasingly showing that households don't have the funds on hand to cover an emergency, we thought it was worth giving them another look.

### Why you should save

We've all been there – the car breaks down, there's a medical emergency, the roof starts leaking. When these big ticket expenses come up, most of us turn to our credit cards. And, while that's certainly an option, it's hardly the cheapest.



Let's say you charge \$2,000 for car repairs. Looking at the example on page 7, it could take you years to pay off – plus hundreds in interest.

On the other hand, if you have those funds set aside, you won't need to reach for the credit card the next time a catastrophe comes up.

### How much to save

Conventional wisdom says to save six times your monthly salary. Make \$3,000 per month? You'll want \$18,000 on hand.

Don't forget about joint savings, either. If you have a partner, make sure to factor in his or her income, too. That way your household is protected in case of job loss – temporary or otherwise.

### How to save

We all have our favorite ways to save – just check out page 9.

Taking a cue from Shannon, though, it's wise to routinely and automatically transfer money into a separate savings. And, like Deiredra suggests, it's a good idea to transfer it to an account that you can't easily access.

### Getting started

Saving six months' worth of your salary can seem daunting, but if you start small and keep the habit going, you'll get there.

If you need to cut corners, look to cut those "little things" we mention on page 7. Those small expenses can really add up – but so can your savings.

If you want to learn more about starting an emergency fund, stop by your local office or call us at 800.242.2120.

And, if you don't think you can afford to do it right now, ask us how we might be able to save you some money elsewhere.





# • F • I • V • E •

## Resolutions

to Trim Spending  
and Reduce Stress

With the new year upon us, now's the perfect time to make a resolution to save more money. These five tips will help you trim spending, beef up your savings, and reduce stress.

### 1 Pay it off

Paying off your credit cards is an obvious way to save money, but have you ever considered how much you're paying in interest? Consider a \$2,000 balance at 18% interest. If your minimum payment is 2% of your balance, it will take you 19 years to pay off and you'll pay nearly \$4,000 in interest – and that's assuming you don't put any more charges on it!

If you increase your payments to 8% of the balance, though, you'll reduce your payback time from 19 years to under four, and your interest costs will be closer to \$400. You've just "saved" about \$3,500.

Don't forget about personal loans, either. Consolidating those high interest, high balance credit cards can save you both time and money.

### 2 Conserve energy

Even small changes can mean big savings on your utility bill. Take heating and cooling costs, for example.

Whether it's properly insulating all your ducts or putting more insulation in your attic, these simple changes can make a big difference on your utility bill. Now may be the time to consider programmable or smart thermostats, too. Turning your thermostat back 10-15% for eight hours each day can save as much as 10% on your energy bill.

Finally, don't forget to take advantage of your ceiling fans. Use them in both the summer and winter to save on your cooling and heating bills.

### 3 Cut out those "little things"

We all have those small expenses that we don't think about. Consider a daily soda at \$2 a pop – that's \$730 per year. Your drive-thru coffee five times a week? That's over \$1,000 every year. And going out to lunch at work? Assuming you spend \$6 on fast food, that's around \$1,500 per year.

Taking the time to add up those little costs and cut them out of your budget will help keep you on the right financial footing.

### 4 Tune it up

Regular auto maintenance – including oil changes, filter changes, and tire rotations – can save you big bucks by preventing costly repairs. Keep your engine tuned and your tires inflated to proper pressure. And, when you're on the road, mind the speed limits. Remember, your gas mileage decreases when you're going over 60 miles per hour.

### 5 Transfer it

Pay yourself first by setting up automatic transfers to your savings account. It's simple and it's free. If you want to transfer \$100 to your savings account every time you get paid, just give us a call or stop by your local office – we'll help you set it up.

Better yet, open up a few different savings accounts and use them to budget your expenses. Get paid biweekly? Simply allocate half of your rent or mortgage to a "Household" account.

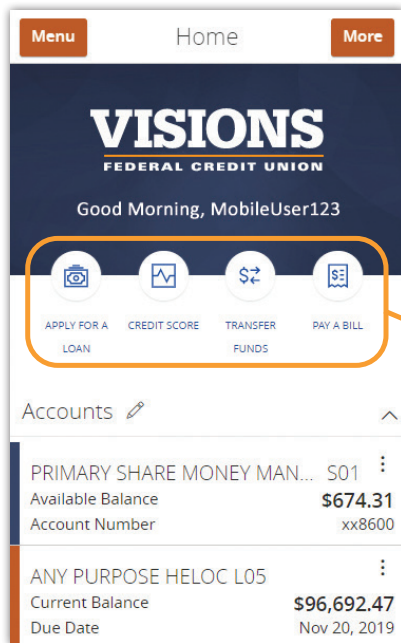
Finally, don't forget about your retirement. If you're still working, participate in your company's 401(k) if they offer it. Most employers match contributions, and those dollars can really add up.

For more money-saving tips and ways to reduce financial stress this year, stop by your local office or call us at 800.242.2120. We're happy to help.



# ALL THINGS DIGITAL

*What's new in digital banking?*



## Mobile Quick Links

Managing your money on the move needs to be easy. That's why we're introducing Quick Links to our mobile app.

With Quick Links, you'll have easy access to your most used digital banking features. Make a lot of transfers? We've got a Quick Link for that. Use Bill Pay every week? You're covered. Check your credit score often? It's just a press away.

Keep a look out for Quick Links alongside an upcoming design refresh.



***Don't have the Visions FCU Mobile app?***

Download it from your device's app store today.

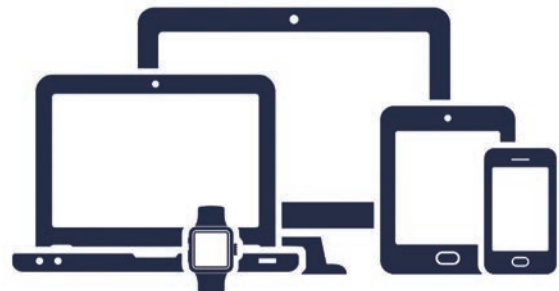
*Please note: Quick Links design is subject to change.*

## Quick Balance

You asked for it – we're bringing it back. Quick Balance allows you to see the balances of select accounts without the need to sign in. Just enable it from the Settings menu and you'll have easy access to whichever accounts you'd like to view.

Let's say you want to view your checking account balance before making a purchase. All you have to do is select that as a viewable account within Quick Balance. Same thing goes for your linked accounts – it's up to you to choose which accounts you'd like to view. You're free to view savings, checking, credit cards, and more.

To enroll, select "Quick Balance" from the Settings menu of the mobile app. Review and agree to the terms and conditions, select which accounts you'd like to populate, and you're done.



*Please note that you can disable Quick Balance at any time through the Quick Balance submenu.*





# In Y(our) Own Words

We love giving financial advice – in fact, it's kind of our whole thing. But that doesn't mean that our way is the only way. That's why we've started something new – In Y(our) Own Words. We're featuring financial tips, tricks, questions, and answers from not just our employees, but members like you.

## What's your favorite way to save money?

*"We keep a spreadsheet where we track all sources of income. Then, we break out savings and expenses, making sure that we budget for the specifics, like emergency savings, house projects, vacations, and more.*

*We keep these funds in a separate savings account so we're not as tempted to use them."*

**Kevin K.**  
Information Technology

*"I find that a goal-based savings approach works best for me. I simply set my goal (x dollars for a nice vacation), then divide that figure by the number of months or pay periods that I need to reach my goal. I find it easier to discipline myself and stick to a plan by considering it a fixed budget cost."*

**Colleen G.**  
Marketing

*"I'm a bargain shopper – my favorite way to save is to not spend it! I love seeing how much I 'saved' at the bottom of my receipts, whether it's from coupons, sales, or the clearance racks. I always check out the fliers and comparison shop to get the best deal I can before I make major purchases."*

**Hilary W.**  
Norwich, NY

*"I set up automatic transfers from my payroll to a savings account labeled for something fun, like 'All Inclusive Vacation!!!' Since it's labeled, I know that I'm saving for that and I'll be less likely to touch it."*

**Shannon M.**  
Human Resources

*"I utilize the principal of paying myself first. I have a portion of my paycheck deposited into an account that doesn't have debit card access. This prevents easy spending, it's seamless, and requires minimal effort from me. It's a lot easier to save if you make it so you can't access the money!"*

**Deiredra O.**  
Saddle Brook, NJ

Want to share your wisdom with our readers? Answer our next quarterly question at [visionsfcu.org/inyourownwords](https://visionsfcu.org/inyourownwords):

What do you wish you knew before buying a house?



## Entrepreneur Spotlight:

# Johnny Cupcakes

The Greater Binghamton Chamber of Commerce holds a Young Professionals Summit each year in downtown Binghamton, NY. Over 300 young professionals attend the event, where they can network with their peers, engage in breakout sessions with local leaders, and absorb information from successful entrepreneurs.

Visions sponsored 2019's keynote speaker, Johnny Cupcakes, and we had the opportunity to sit down with him and listen to his story. We think it's perfect for members like you, who may have an entrepreneurial spirit or simply a desire to do what makes you happy.

## ABOUT

Johnny's real last name isn't Cupcakes – it's Earle – but what started as a nickname became the inspiration for his world-renowned business.

The Johnny Cupcakes brand is best described as the world's first t-shirt bakery. His stores are set up to look and smell like bakeries, meaning t-shirts packaged in cake and pastry boxes, items lined up in refrigerators, and vanilla-scented air fresheners placed in the vents.

All of his t-shirts have culinary puns. For instance, it could be the Statue of Liberty holding a cupcake rather than a torch, or it could be Marilyn Monroe with a tiny cupcake instead of a beauty mark on her face.

People camp out for his products, customers have his logo tattooed on them, and he's collaborated with the likes of The Simpsons, the Power Rangers, and Nickelodeon. He was named America's #1 Young Entrepreneur by *Business Week*, the Top Innovator in Retail by the *Boston Globe*, and was featured in *Inc. Magazine* as the CEO of one of the world's fastest growing independent businesses.



## SO, WHY CUPCAKES?

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“With a name like ‘Johnny’, it’s really conducive to tag-along names. Think Johnny-Come-Lately, stuff like that,” said Johnny. “I was working in a record store, making and selling t-shirts on the side. Someone called me Johnny Cupcakes one day and I thought it would be funny to put it on a t-shirt to advertise a bakery that didn’t even exist. I made a skull and crossbones with a cupcake in it, and it made people smile and laugh and be curious. So, I started making more t-shirts, and it kind of stuck.”

## ON GETTING STARTED

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“I’ve always had an entrepreneurial spirit,” he said. And that’s true – Johnny started sixteen different businesses before he was sixteen. And, while he’s successful now, that wasn’t always the case.

“You can’t just show up at a bank with a newspaper article and tell them you have a good feeling that you’re going to do well and ask for a couple thousand dollars,” he joked. “You need an actual business plan.”

## FORMING CONNECTIONS WITH A BRAND

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Johnny Cupcakes has seen a lot throughout the years, from lines that stretch a mile long to meeting over 2,000 people with his logo tattooed on them. For Johnny, creating customer loyalty “isn’t about hitting them over the head with sales and deals, it’s about celebrating them.”

His advice to young professionals? “If you want customer loyalty, you have to be loyal to your customers. It could be a handwritten note or a high five, or even having your customers vote on different charities for your company to work with throughout the year.”

## LESSONS ON PERSONAL FINANCE

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Looking back on his career, Johnny thinks of the tough times as well as the good. When he was getting started, he was focused on numbers, but he wasn’t looking at the total picture.

“Don’t just celebrate the money you make on something, look at the profit, and look at your profits and losses throughout the year. One year we made millions of dollars, but it didn’t click with me at first that it *cost* millions of dollars to make that in the first place.”

That means constant self-evaluation and having the discipline to budget expenses, both personal and business.

## ON SUCCESS AND WORK/LIFE BALANCE

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Of all the points he made, Johnny kept coming back to one message – finding balance between what you love and who you love.

“Make sure that whatever you’re doing, you’re having fun and that you have a good work-life balance, because it makes both of those things more enjoyable. Some business owners might be like, ‘Why are you telling people to spend more time at home?’, but when you spend more time at home or have a hobby, it helps you feel alive and feel way more productive while you’re at work.”

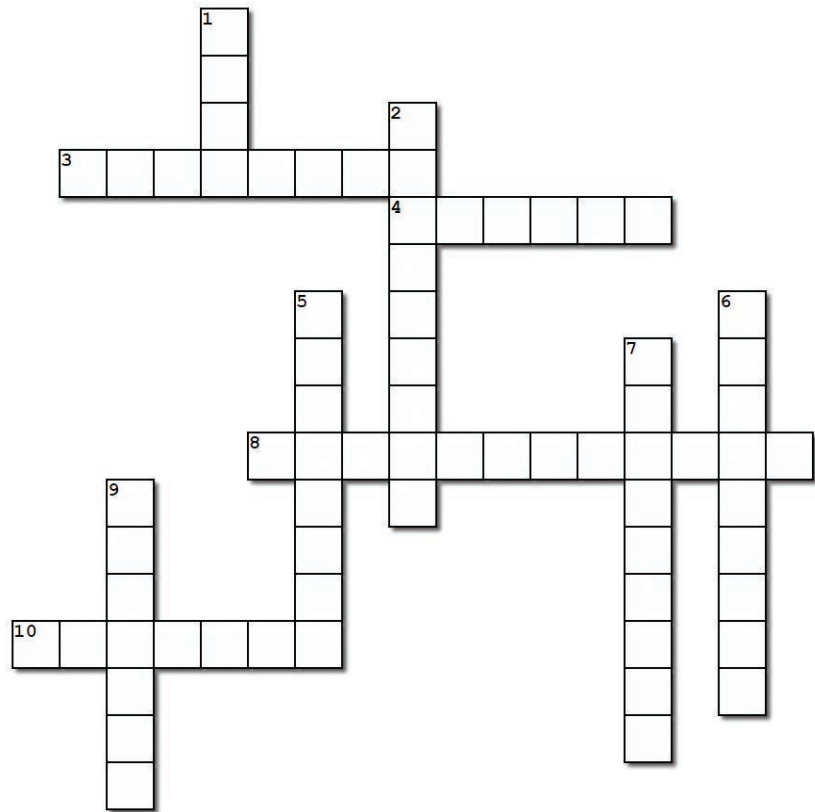
And for the future? He puts it simply. “People always ask me when I’m going to open up more stores, but at this point in my life, success is more time with my family.”



# Read, Solve, WIN!

It's a new year, let's have some fun! Complete this crossword puzzle, submit your answers at [visionsfcu.org/puzzle](http://visionsfcu.org/puzzle), and you could be eligible to win one of five Dunkin' Donuts gift cards!\*

\*Visions Federal Credit Union membership required. Visions membership requires a \$25 minimum deposit; certain restrictions apply, ask for membership eligibility details. Must be 18 years or older. Answers must be submitted at [visionsfcu.org/puzzle](http://visionsfcu.org/puzzle) by 1/31/20; no alternate methods of entry apply. Limit (1) entry per person. Winners will be chosen at random; odds of winning based on total number of entries. Winners may only win one prize. Winners will be notified by mail by 2/12/20. Winners consent to have Visions Federal Credit Union use their first name, city, and state in social media posts or future advertising and promotional materials. Promotion sponsored solely by Visions Federal Credit Union.

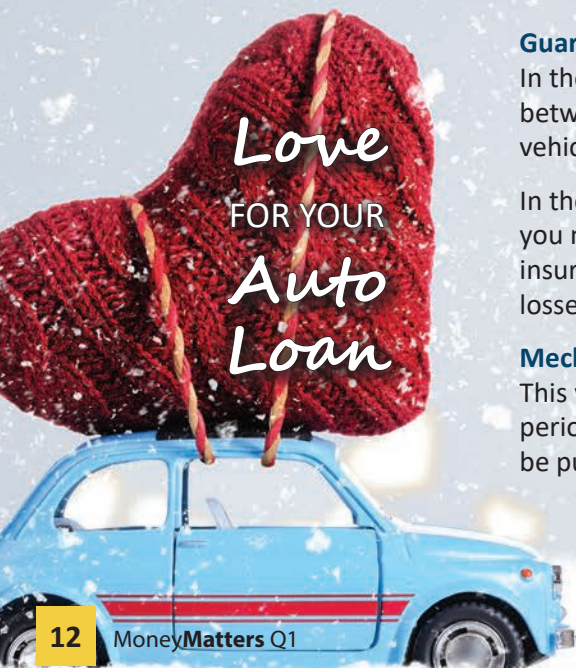


## Across

3. You can call 888.211.8384 to access your Visa \_\_\_\_\_ and Elite rewards
4. Visions' new credit building program is called \_\_\_\_\_
8. We're introducing Mobile Quick Links and \_\_\_\_\_ to digital banking (two words)
10. Insulating your ducts and attic can help you save money on your \_\_\_\_\_ bill

## Down

1. Personal loans are a great option for consolidating \_\_\_\_\_
2. You should have roughly six months' worth of your salary saved in an \_\_\_\_\_ fund
5. Along with housing reform and the extension of lending terms, Visions is advocating for better data \_\_\_\_\_ standards
6. If you receive a call from a number you don't know, you should let it go to \_\_\_\_\_
7. A good way to save is by setting up automatic \_\_\_\_\_ to your savings account
9. Quick Links show you your most used \_\_\_\_\_ banking features



## Guaranteed Asset Protection (GAP) with Auto Deductible Reimbursement (ADR)

In the event you incur a total loss on your vehicle, GAP will pay the deficiency balance between your insurance valuation settlement and the balance remaining on your vehicle loan (stipulations involved).

In the event of a total loss or a collision where you pay your deductible out of pocket, you may file an ADR claim on any vehicle in the household that is registered/titled and insured by the primary borrower for deductible reimbursement, up to \$500 (unlimited losses per year), for a period of three years.

## Mechanical Breakdown Protection (MBP)

This warranty, which covers costly repairs, gives you coverage from day one (no waiting period), and features three great plans to choose from. The cost of the warranty may be purchased outright using a personal loan, or included in your auto loan if you have financed your vehicle through Visions.

Visit your neighborhood office or [visionsfcu.org/autoloans](http://visionsfcu.org/autoloans) to discover how these products can help protect your vehicle and save you money.



# New Year, Same Scams

Stay safe online and  
over the phone

We all receive calls from numbers we don't know. Your best bet is to let the call go to voicemail – after all, if it's important, they'll leave a message.

If you do answer the phone, though, be cautious. It could be a scammer on the other end of the line. They could say they're with your financial institution, the police, or any other reputable company. They may even look like they're calling from your company's phone number, having changed the number on your caller ID to make it look legitimate.

**Avoid these common scams and keep yourself safe.**

## > Threatening phone calls

You get a phone call and they say they're with the police. Chances are, they'll say there's a warrant out for your arrest and that if you send them the money, they'll drop it. So, what do you do? Your best option is to go to your local police station.

They can tell you if there actually is a warrant out for your arrest. More often than not, this was an attempt by a scammer to get your money. By trying to pressure you and scare you into action, they're hopeful that you'll send them money to stay out of trouble.

Remember: nothing will happen if you just hang up – they'll just move on to the next victim. Taking the time to verify their claim can save you a lot of money, because once you send a wire, it's very hard to get it back.

## > Investment scams

Spend a little, earn a lot. Sounds great, right? That's the impulse that investment scammers prey on. Oftentimes, they'll say the opportunity will only last as long as you're on the phone with them.

Rather than give out your information, take the time to look it up yourself. Investment opportunities are rarely take it or lose it, and you're best off reaching out to a trusted professional to verify the offer.

## > Romance scams

Be careful about the people you meet online. You may feel that you're in love, but the person on the other end may be a scammer trying to use your money.

Most scammers will start asking for money quickly. They may say they've had a tragedy in their life – like losing their job or that they're stuck in another country and need to get home. If your phone conversations turn into them persuading you to send money, take a closer look at who you're talking to. Don't let someone take advantage of your kindness, because if you've sent your money, you're unlikely to get it back.

Bottom line, never give out personal information to anyone you've met online or over the phone. If you have, contact your financial institution and the credit bureaus immediately. Learn more at [visionsfcu.org/security](https://visionsfcu.org/security), or call our Contact Center at 800.242.2120.

## Trust Department's Chief Investment Strategist Delivers Presentation on Global Interest Rates

This past October, our Trust and Estate members received a special presentation from John Largent, CFA, CFP®, CAP, and CCE. As our Chief Investment Strategist and newly appointed CEO of Members Trust Company, Mr. Largent brings over 30 years of trusted financial experience to our members.

In his presentation, entitled "What's Going on with Interest Rates?", Mr. Largent discussed not only the global bond market, but also touched on issues of inflation, interest rates, and the probability of a recession.

While speaking of yield curves and interest rates, Mr. Largent stressed that while we think that depository interest rates are relatively low, the United States' rates remain significantly higher than most other nations'.

"I think that's the real takeaway here," said Mr. Largent. "It's easy to look back to how things were several years ago, but the global market has changed since then.

The United States remains in a great position compared to other economies. While it's safe to say that interest rates will rise in the future, it's important to note that it will be relative to the global economy."

Of course, any discussion of interest rates and the economy comes with the need to plan for the future. That's where our Trust and Estate officers come in.

Our team of professionals has years of experience, whether it be in general estate planning or investment strategies for your future.

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If you're interested in seeing what our team can do for you – and how a trust and estate strategy can help you and your family – give us a call at 800.242.2120, extensions 10684 and 10651. You can also learn more and connect with our team at [visionsfcu.org/trust](https://visionsfcu.org/trust).



## VISIONS SALUTES SCHOLARSHIP PROGRAM

Each year, we make **five \$1,000** scholarships available to children of veteran members. This thank you to the veteran community is available for undergraduate or graduate study at an accredited U.S. college, vocational, or technical school.

Online applications are available January 1 through April 1.

Apply online at [aim.applyists.net/salutes](https://aim.applyists.net/salutes)



# Embark

## Credit Building Program

### Get Your Credit Going

Your credit is important, but building it isn't easy. Between terms, payments, credit cards and loans, it can seem overwhelming.

We want to help take the guesswork out, which is why we've started the Embark Credit Building Program for first time credit-users. With Embark, you'll have the opportunity to learn about credit in a simple, easy to understand way.

Best of all, you'll have access to our group of trusted professionals.

#### Here are some of the things we'll cover in the Embark program:

- What makes up your credit score
- The difference between credit cards and loans
- Whether you need a cosigner or not
- Ways to build credit on your own

...and more!

### You can do this!

Building and maintaining credit is a journey, not a destination. Let's make it a successful one – together.

1 *Learn about credit*

2 *Choose a product*

3 *Build it up*

4 *Achieve your goal*

Visit [visionsfcu.org/embark](https://visionsfcu.org/embark) to get started!



### January 28th is Data Privacy Day – Make Sure You're Protected

Data Privacy Day is an international effort to empower individuals and encourage businesses to respect privacy, safeguard data, and enable trust. Do you know how your data is being shared? Talk with your family and friends about ways to stay safer online. Own your online presence and share with care.

**Personal Information is like money. Value it. Protect it.**



## Reality Check on Your Retirement Savings

Whether you're 23 or 35, it's important to know whether you are saving enough for your retirement. There is no time like the present to ensure you are allocating enough funds to your retirement account.

With folks routinely living into their 80s and 90s, it's more important than ever to ensure your money lasts your lifetime. Millennials have the advantage of time. You can benefit from compounding and the long-term trends that can make a real difference over the course of several decades.

### A good savings target is 15% of your income.

That's a very general target, and in many cases, it's too conservative. That can be a real challenge if you are also saving for a house and/or paying off student loans. The important point is to make a commitment to your retirement savings by contributing a consistent amount with each paycheck (or if you are self-employed, every invoice). The absolute percentage is secondary; more important is to set a goal and stick to it.

### How will your lifestyle change?

In retirement, you may no longer be drawing a salary, although many folks take up some form of self-employment that brings in an income. It's up to you whether earnings will be part of your retirement plan. If not, your retirement savings should be robust enough to supplement your Social Security without sacrificing your lifestyle. You can check your projected Social Security payments on the Social Security Administration's website.

### Time may heal all wounds.

Millennials may have unpleasant memories of the Great Recession and the family turmoil it could have caused. A conservative attitude toward risk isn't surprising given those circumstances, but sticking to overly conservative investments has its own risks, such as not keeping up with inflation. You have time to recover from the inevitable ups and downs of the markets, which means you might want to consider adding some aggressive investments to your retirement account.

### Figure out how long your savings will last.

To get a reasonably accurate figure, you should derive your annual "burn rate." That's the amount of savings you'll need to live on each year. You then see whether it will last for your estimated life expectancy, which you can check with any number of online calculators. If the answer is no, you'll have to increase the amount you save now and/or cut back on your retirement plans.

### Your retirement finances are not set in stone.

You have options at any age. Call us to review them and decide on the best course of action. Don't put it off – the sooner you understand your financial alternatives, the sooner you can take positive action to protect your golden years.

This material was prepared for Visions Investment Services and does not necessarily represent the views of the presenting party, nor their affiliates. This information has been derived from sources believed to be accurate. Please note - investing involves risk, and past performance is no guarantee of future results. The publisher is not engaged in rendering legal, accounting or other professional services. If assistance is needed, the reader is advised to engage the services of a competent professional. This information should not be construed as investment, tax or legal advice and may not be relied on for the purpose of avoiding any Federal tax penalty.

Interested in discussing your retirement savings with a representative?

**Call 800.242.2120 ext. 10469  
to set up an appointment today!**

**VISIONS**  
INVESTMENT SERVICES

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## Annual Scholarship Application

Online applications are available now through March 31.

Apply online at [aim.applyists.net/Visions](http://aim.applyists.net/Visions)

Visions membership required.

Due to the large number of applicants, formal notification will be sent only to scholarship winners in early May.

## Visions Needs You!

Visions is looking for qualified members to serve on various volunteer committees – including our Board of Directors. As a volunteer, you can help shape the future of your credit union while using your skills to contribute to its mission.

Any member age 21 or older, with the exception of credit union employees and their immediate families, is eligible. A background in finance or the financial services industry would be helpful, but is not required. All inquiries are held in strict confidence. Applicants are subject to a credit check.

For complete details, contact Edward Butler at 800.242.2120, ext. 10618, or complete a volunteer application (available on our website or at any branch) and drop it off at any branch to his attention.

Visions has an exciting history built on the efforts of volunteers, strong leaders, and dynamic staff. With your continued involvement, we look forward to many more successful years of serving you and your fellow members.

# VISIONS LOVES EDUCATORS

We love the educators in our communities for all the passion they put into their jobs. We also understand that most put a lot of their own money into the classroom. In fact, it's estimated that educators pay an average of about \$450 out-of-pocket for items not covered by the school budget.

That's why we created the **Visions Loves Educators Classroom Program**. Visions can award up to full funding for projects submitted by educators at the elementary, middle, and high school levels.

Apply online at  
[VisionsLovesEducators.com](http://VisionsLovesEducators.com)

## Getting Married or Just Tied the Knot?

We have a **Newlywed Package** with money-saving deals just for you!



**\$50**  
New Member  
Bonus\*



**\$250**  
Wedding Loan  
Bonus\*



**\$250**  
Loan/Credit Card  
Bonus\*



**\$500**  
Mortgage  
Bonus\*

\*Visit [visionsfcu.org/newlywed](http://visionsfcu.org/newlywed) for full details.





# NEED TO *Know*



Refer your friends and family to Visions and you **BOTH** get \$25\*!

\*Visit [visionsfcu.org/refer](https://visionsfcu.org/refer) for full details.

## ATM Reminder

Please remember to remove your card from the ATM when you're finished. For security purposes, cards will be retained if not removed in time.



## SAVE THE DATE Special Events

### Kirby Easter Party

Friday, April 3 • 6 p.m. – 8 p.m.

Binghamton, NY – The Discovery Center, 60 Morgan Rd.

Includes FREE admission to the Discovery Center, games, refreshments, Kirby Kangaroo, and the Easter Bunny.

### *You're Invited!*

#### Visions Annual Meeting

Saturday, March 14

Endwell, NY – 3301 Country Club Rd

9:30 a.m. - light refreshments

10 a.m. - meeting

*All members welcome!*



Visit [visionsfcu.org/events](https://visionsfcu.org/events) for a current list of upcoming seminars and activities.

Looking for a rewarding career?  
*Look no further!*

**#ClaimYourSeat**

[visionsfcu.org/Careers](https://visionsfcu.org/Careers)

Visions Federal Credit Union is an equal opportunity employer whose goal is to achieve a positive work atmosphere while encouraging a healthy work/life balance.

M/F Disabled and Vet EEO/AA Employer

*All loan types referenced in this publication are subject to Visions Federal Credit Union's standardized policies including, but not limited to, lending, membership, and creditworthiness. Please contact a credit union representative for more information regarding application requests.*





## OFFICE CLOSINGS

### Mark Your Calendars

Jan. 20 Martin Luther King Jr. Day Monday All Offices Closed  
Feb. 17 Presidents' Day Monday All Offices Closed

### Change in Insurance Carriers

CMFG Life Insurance Company is your new provider for TruStage™ Accidental Death and Dismemberment (AD&D) Insurance coverage. If you previously had AD&D coverage through Visions, you should have received a welcome packet from TruStage with your new certificate and information details, such as coverage and premium amount. Due to compliance and privacy issues, beneficiary information was not transferred over from the previous carrier. If you would like to make changes to your policy or add a beneficiary, you have three options: 1. Create an online account at [service.trustage.com](http://service.trustage.com); 2. Call TruStage Contact Center at 888.787.8243; or 3. Complete and return the Change Form that was included in the packet.

Please discard all prior policies relating to Accidental Death and Dismemberment Insurance. Also, feel free to visit [trustage.com](http://trustage.com) for all your life insurance needs.

### Prefer a digital copy?

All member households will receive a mailed copy of *MoneyMatters* at the beginning of each quarter. If your household prefers to reference this financial magazine online, please complete the unsubscribe form at [visionsfcu.org/moneymatters](http://visionsfcu.org/moneymatters) or call our Contact Center at 800.242.2120.

## DIRECTORY

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Edward J. Butler

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Cynthia A. Schroeder, CIO

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Have you heard about our Perks program? Use it to save money nationwide. Earn special discounts from merchants or even get cash back. More at [visions.savearound.com](https://visions.savearound.com).

### Rewards

Every dollar you spend is one point earned. Use your Rewards points for everything from gift cards to merchandise to cash back. Check your balance and redeem your rewards through online banking. Plus, look for upcoming Double Points promotions!

### Card Controls

Schedule your travels, reorder cards, or even block them if you've lost them – Card Controls makes it easy. Simply select it in online or mobile banking.

### Want to learn more?

Stop by your local office or go to [visionsfcu.org/creditcards](https://visionsfcu.org/creditcards).

\*Contactless payments on select cards. Ask a representative for details.