



## A Message From Your President

### SAFETY AND SOUNDNESS

As we wade through these turbulent times, we can take comfort in knowing that HFCU is in a strong financial position. We have high quality loans with none of the interest rate switches, exploding rates or other subprime loan features which could cause concern if practiced here. We know you expect a conservative posture from our management and board of trustees and I can assure you that is the style in which we operate. Most of our deposit funds are reissued in the form of loans to other members.

They are used to finance homes, cars and other consumer goods and services that help benefit the overall membership. In addition, our investments are also handled in a conservative, safe manner. We make no trickle up loans and own no fancy or dangerous securities.

As the leader of Heritage Family, I see the current climate as an opportunity for us to live out the credit union philosophy of members helping members. We have a responsibility to educate you in the marketplace through seminars that will keep you informed and financially aware. With this in mind, we are developing a schedule for seminars which will be offered in the first quarter of the year.

During 2008, Heritage Family experienced a solid financial year. Throughout 2009, we will surely make some adjustments to our original business plan to accommodate the changing market. We will not spend as much capital in these uncertain times as originally planned. We will be very conservative with our growth and make sure that our growth keeps pace with the rest of our business. We are concerned that some of our members may lose their jobs and that will affect their ability to repay their loans. If, or when, you as a member encounter difficulties, the best strategy is to talk to us promptly and together we can explore options that will work to your benefit.

Thank you again for your past patronage and may 2009 be healthy and prosperous for you. Happy New Year.

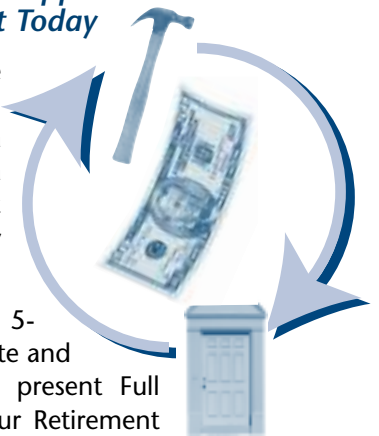
Ron Hance, President

## Full Circle:

*From First Home to Your Retirement Home.*

*What Buyers, Sellers & Fixer-Uppers  
Need to Know About Credit Today*

Much has changed in the financial landscape recently. How will this affect you as a homeowner looking to buy a new house, sell your house, fix up your house, or even buy your first home?



On January 21, 2009 from 5-7:30pm Aleda Dutton Real Estate and Heritage Family Credit Union present Full Circle: From First Home to Your Retirement Home, What Buyers, Sellers & Fixer-Uppers Need to Know About Credit Today at Heritage Family Credit Union's 50 West Street Branch in Rutland.

Whether you are upgrading, downsizing, or renovating there is a lot you should know about your credit that may have changed since the last time you bought or sold your previous home. Guest speakers include mortgage officers, real estate agents, appraisers, insurance providers talking from their perspective about today's market and how it will affect you no matter where you are in the housing market.

The seminar is free and open to the public, but registration is required. Register by calling 888.252.8932 and press Option 2 or extension 3000. You can e-mail questions to [mortgageapp@hfcuvt.com](mailto:mortgageapp@hfcuvt.com) in advance to be answered at the seminar. There will be refreshments and give-aways. The snow date for the event is January 28, 2009.

## Let's Do Brunch!

Mark your calendars for Sunday, April 19th for the first ever Annual Meeting brunch! The meeting will take place on **Sunday, April 19, 2009** at 11am at the Rutland Holiday Inn.

## Running For Office

If you would like to run for a position on the Heritage Family Credit Union Board of Directors please send a resume and/or cover letter to Ron Hance, Heritage Family Credit Union, Thirty Allen Street, Rutland, Vermont, 05701.

## Apply For A Mortgage At HFCUVT.COM!

Have you seen what's new at [www.hfcuvt.com](http://www.hfcuvt.com)? You can now apply online for a mortgage with HFCU e-Mortgage! E-Mortgage gives you the power to research various mortgage products, search for personalized rate quotes, and apply for a mortgage loan 24 hours a day, 7 days a week.

### *Convenience is the key.*

You have a busy schedule and we know that it can be challenging to get everything done you need to do during traditional business hours. With our mortgage website, you don't have to worry about the time of day or even the day of week because we are always open—online. This means when you meet with your Realtor on Saturday afternoon, you can look at homes with confidence because you were preapproved for a mortgage loan on Saturday morning. Your unique user name and password enable you to start and save your application. Start the process at your office and finish up at home. Your information is right where you left it until you are ready to complete it.

### *The path to your new loan is simple.*

A unique application is created for you based on your answers and personal situation. This streamlined application means you won't be asked unnecessary, time consuming questions.

### *Rates are delivered right to your mailbox via Rate Watch.*

Of course when we say mailbox, we mean your email mailbox. Just tell us the rate you are looking for and we will e-mail you if and when it becomes available. If you prefer to keep an eye on a variety of rates, sign up for daily, weekly, or monthly email updates. You no longer have to monitor the rates. We do the work for you!

### *We open the door of understanding.*

With all the different types of loans available and the financial jargon associated with mortgages, confusion is a common side effect of the lending process. Our online resource center will take the mystery out of the mortgage process. We explain the different loan types available and what you can expect during the loan process in real-life language. Our calculators let you try out "what if" scenarios so that you can feel confident you have selected the loan product that best fits your financial wants and needs.

### *Drop by and stay a while.*

Visit us online today. Whether you are ready to apply or just want to research products and rates, we think you'll like our new mortgage lending address just as much as we do!

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## Wii Want You Financially Fit

*By Katrina Kessop, Stafford Technical Center Student Credit Union Manager*

Do you want a Wii? Now is your chance to get one for free while helping yourself prepare for the future! The Heritage Family Credit Union student branches at the Stafford Technical Center in Rutland and the Southwest Vermont Career Development Center in Bennington are having a contest that promotes financial fitness – because learning about money is as important as earning it!

### *The Challenge:*

The challenge is to reverse startling statistics such as these:

- Americans under age 25 are filing for bankruptcy faster than any other age group.
- College Freshman have an average debt of \$1500 on personal credit cards.
- Less than half of teens participating in a recent survey understood how to budget.

*Info taken from [hsfpp.nefe.org](http://hsfpp.nefe.org) (National Endowment for Financial Education)*

Students can grab a handbook at any Student Credit Union location or local branch, read through the information, study it and at the end take a test. It's open book, and with a chance to win a Wii, Wii Fit, Nintendo DS, MP3 players and more, what's to lose? Everyone who completes and passes a course gets an entry for the drawing. Get extra entries by using a new product, service or even for obtaining a savings goal of \$100 or more!

### *The courses include:*

- **Your Financial Plan: Where It All Begins**
- **Budgeting: Making the Most of Your Money**
- **Investing: Making Money Work for You**
- **Good Debt, Bad Debt: Using Credit Wisely**
- **Your Money: Keeping It Safe and Secure**
- **Insurance: Protecting What You Have**
- **Your Career: Doing What Matters Most**

For questions, please stop by any student branch or call 888.252.8932.



## WORKING WITH A FINANCIAL ADVISOR

### *Six Steps to Help You Get the Most Out of the Relationship*

*Content developed by CUNA Brokerage Services, provided by Richard Rodrigue*

Would you trust your medical diagnosis to a casual acquaintance? Do you cut your own hair? For some services, it makes more sense to pay a professional who has the expertise to deliver the best results. A professional financial advisor can help you build a sound financial plan designed to help you reach your long-term goals. Here are six steps to help you locate and get the most out of this important relationship.

- 1. Choosing your financial advisor** - One of the best ways to find a financial advisor is through a referral. Since they come with a recommendation from someone you trust, referrals can help you feel more confident about your choice of financial advisor. Many credit unions have financial advisory services located at their branch offices.
- 2. Set up a consultation** - This first meeting is your opportunity to become acquainted with the advisor. You should make sure a prospective advisor is a good match for your financial outlook and personality. Ask the advisor about the types of clients he or she is currently working with and try to evaluate if your financial objectives are well matched to their areas of expertise. Follow up with questions about education, experience, and qualifications. Before selecting an advisor, you should feel confident that a prospective advisor can accurately explain the financial arena and the benefits of different financial tools.
- 3. Discuss your goals and obligations** - In order to help you clarify your financial goals, your financial advisor will need detailed information about you and your financial situation, philosophy and risk tolerance. Be candid about your income, debts, future obligations, current assets and anything else that may impact your financial situation.
- 4. Ask plenty of questions** - The more you know about financial planning, the more control you have over your financial future. Use your financial advisor as a resource. Financial advisors have access to current information that can help you better understand their recommendations and the performance of your plan. And if you don't understand something, make sure to ask.
- 5. Meet or speak regularly** - Your financial advisor has the expertise and knowledge about financial planning, but won't be able to fully understand the details of your financial situation unless you share them. In order to keep your financial plan moving in the right direction, your advisor needs up-to-date information on life changes that may have financial implications, including:
  - Marriage or divorce
  - The birth or adoption of a child
  - The purchase of a home
  - A change in your work status, or that of your spouse
  - Additional current financial responsibilities, such as college payments or care for aging relatives
  - An inheritance or other financial windfall
- 6. Listen** - Professional advisors can draw from years of experience and help you maintain a long-term perspective on your investment plan through good markets and bad. You'll get more out of your relationship if you are open-minded about your advisor's recommendations. While you may not agree with every idea your advisor presents, being a good listener can help increase your investment knowledge.

Working with a financial advisor can be one of the smartest things you can do to ensure you reach your personal and financial goals. Following these fundamental guidelines can go a long way in helping you get the most out of the working relationship with your financial advisor.

*Richard Rodrigue is a Financial Advisor with Members Financial Services located at the Heritage Family Credit Union. If you have any questions, or would like to provide feedback, regarding the information presented in this article, you may contact Richard at (802) 776-2154.*

*Representative is not a tax advisor or legal expert. For information regarding specific tax situations, please contact a tax professional. For legal advice, consult an attorney.*

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## Major Mechanical Protection

### *It Could Happen to You...*

You're 100 miles away from home and your car breaks down. You have it towed to the nearest repair station and they tell you it will take a couple of days to repair your vehicle. You have no choice but to rent another vehicle, check into a hotel, and wait for your car. Are you prepared for this unexpected expense?

You can protect yourself with Major Mechanical Protection (MMP). This comprehensive plan covers the cost of towing, repairs, and the rental car, as well as food and lodging expenses while your vehicle is being repaired. And, whether it's a total mechanical breakdown, a flat tire, or you've simply locked your keys in the car, you will have peace of mind knowing roadside assistance 24 hours a day, 7 days a week is also included.

### *Have the Protection*

- MMP is available on new or used vehicles.
- MMP covers more than most standard vehicle warranties.
- MMP through your credit union is often only a fraction of the cost of dealer's extended warranties.
- MMP can be transferred to a new buyer

Call 888.252.8932 to obtain a free quote or come in and find out how affordable your plan can be.



# Heritage Family CREDIT UNION

## Main Office

Thirty Allen Street  
Rutland, VT 05701  
888.252.8932  
Fax 802.775.7864

## Rutland Branch

Fifty West Street  
Rutland, VT 05701  
888.252.8932  
Fax 802.747.7543

## Fair Haven Branch

73 Main Street  
Fair Haven, VT 05743  
888.252.8932  
Fax 802.265.4751

## Londonderry Branch

Route 100  
South Londonderry, VT 05155  
888.252.8932  
Fax 802.824.1003

## Hooksett Branch

1338 Hooksett Road  
Hooksett, NH 03106  
888.252.8932  
Fax 603.624.1132

## Bennington Branch

206 Pleasant Street  
Bennington, VT 05201  
888.252.8932  
Fax 802.447.1003

## Brandon Branch

2 West Seminary Street  
Brandon, VT 05733  
888.252.8932  
Fax 802.247.8732

MARS 800.374.8469

e-Branch [www.hfcuvt.com](http://www.hfcuvt.com)

Your entire family is eligible  
to join the Credit Union.  
Call for an application today!

We make loans without  
regard to race, color, religion,  
sex or national origin.

Federal regulations prohibit  
the payment of dividends in  
excess of available earnings.



We Do Business In Accordance With the  
Federal Fair Housing Law and the  
Equal Credit Opportunity Act



This credit union is federally  
insured by the National  
Credit Union Administration

## Timely Tax Tips

### Tax Refunds

All parties named on the check must endorse federal tax refund checks. If mailing the check for deposit, sign the back and add the words: For deposit only to the account # \_\_\_\_\_.

If you are requesting that a refund be electronically deposited to your account, the Routing and Transit number is 211691318. This is on line 74b of your tax form. Your account number goes on line 74d. Contact our call center if you need assistance.

### IRA Deposits

Deposits to your 2008 IRA must be received no later than April 15, 2009. Remember, the credit union offers Traditional, Roth and Coverdell IRAs. For more information contact Member Services at 802.776.2132.

## Loan Rates

All rates are listed "as low as"

Effective November 25, 2008

Type	Term	APR**	Payment Per \$1,000 of Borrowing
Secured Loans* <i>Including new/used autos and RVs</i>	24 months	4.95%	\$43.86
	36 months	5.95%	\$30.41
	48 months	6.25%	\$23.61
	60 months	6.50%	\$19.57
	72 months	6.75%	\$16.94
Unsecured Loans*	48 months	9.70%	\$25.23
Home Equity Line of Credit*	180 months	Prime	\$ 7.91

### Visa Cards

Visa® Platinum (\$50 Annual Fee)	Prime + 1.00% adj.
Visa® Gold (No Annual Fee)	9.99%
Visa® Classic® (\$15 Annual Fee)	11.90%
Visa® Classic® (No Annual Fee)	13.90%
Certificate Secured	Certificate Rate + 3.00% adj.
Share Secured	Share Rate + 3.00% adj.

### Student Loans

Student Loans, Federal Stafford	6.80%
Student Loans, Federal PLUS & SLS	8.50%
Overdraft Protection	15.00%
Mortgages/Mobile Home Loans	Contact a Mortgage Officer for current rates.

\*Rate based on your credit history. Actual rate may be higher. All rates subject to change without prior notice.

\*\*Denotes Annual Percentage Rate.

## Deposit Rates

Account	APY**	Rate
Share Savings Account* (\$25 Minimum Balance)	0.75%	0.747%
Share Draft Account*	0.25%	0.25%
Other Accounts* (Holiday, Vacation, Fuel, Tax)	0.75%	0.747%
Term Share Certificates – Call for current rates. A penalty may be imposed for early withdrawal.		
Money Market Share Account (\$1,000 Minimum Balance)		
(\$1,000 to \$19,999)	1.50%	1.49%
(\$20,000 to \$34,999)	1.75%	1.74%
(\$35,000+)	2.35%	2.33%
IRA Payroll /Shares	1.00%	0.995%
IRA Term Share Certificates (\$500 Minimum Balance)	3.05%	3.01%

\*Federal law prohibits payment of dividends in excess of available earnings. \*\*Annual Percentage Yield.