

# the Contact

FEBRUARY 2007

**NORTHROP GRUMMAN  
FEDERAL CREDIT UNION**

A Publication for Members of Northrop Grumman Federal Credit Union

## Home Remodeling Projects That Really Pay Off

Home remodeling projects can be rewarding in more ways than one. You might be able to save on energy costs, indulge in a little luxury, or simply increase your enjoyment of your home.

According to Remodeling magazine, the top four projects and their average payoffs are:

KITCHEN REMODEL (93%) ■ SIDING REPLACEMENT (93%)  
BATHROOM REMODEL (90%) ■ DECK ADDITION (87%)

If you're wondering how to fund your project, the answer is easy. Simply come to NGFCU for a home equity line of credit. We will be happy to review your options with you and help you make 'home sweet home' a little bit sweeter.

## 0% Financing: You Have A Better Choice.

Zero-percent financing 'deals' are a great marketing tactic. But they may not be your best choice. Here's why:

- If there's a rebate offered on the vehicle you want, you could come out ahead with Credit Union financing. Give us a call, and we'll be happy to run the numbers for you.
- It's not easy to qualify. You need a stellar credit history and a sky-high credit score. Otherwise, you'll be bumped up to a higher rate.
- The monthly payments may be huge. Many of these deals require terms of only 24 months, which means your payments will be very high.
- You may have to make some compromises. The dealers usually try to use 0% financing deals to move less-popular models. You might end up with a model you didn't really want, or with expensive options you don't really need.

We have a better idea. Come to NGFCU for an affordable auto loan. We have low rates, affordable terms, and friendly service. Or visit [www.norgrumfcu.org](http://www.norgrumfcu.org) to use our convenient online application form.

## Selling A Home In A Buyer's Market



For years, housing prices went up, up, up. But as they say, what goes up must come down. If you're trying to sell your home, you can't just put out a For Sale sign and wait for a full-price offer. With a large inventory of homes on the market, you will need to take some steps to set your home apart from the competition.

First, make sure your home is neutral, appealing, and spotless. Put away your personal knick-knacks, and give your walls a fresh coat of paint (beige or cream, not blue or red). Hire a professional stager if you can afford it.

Next, take some time to choose the right agent. Interview three or four realtors, and don't simply choose the agent who quotes the highest listing prices. Remember, you don't just want to list your house – you want to **sell** it.

Finally, try to be flexible. If a buyer comes along who wants you to move out quickly, pay some closing costs, or throw in your favorite light fixture, do your best to accommodate them. A small concession could make all the difference.

When your house does sell, be sure to come see us for your next mortgage. We offer lots of different plans including 3/1 and 5/1 Hybrid ARMs with no processing fees. Just call, stop by or visit [www.norgrumfcu.org](http://www.norgrumfcu.org) to learn about our mortgage programs.





# Plan For The Future With An IRA

Chances are your personal savings will determine your quality of life in retirement. After all, most people get only 40% of their retirement income from Social Security. An IRA can help you fill in the gaps and enjoy a comfortable, active lifestyle for years to come.

## What's new in IRAs?

For tax years 2006 and 2007, qualified taxpayers can contribute up to \$4,000 to a Traditional or Roth IRA. If you're over the age of 50, you can contribute up to \$5,000.

## Why should I keep my IRA at the Credit Union?

Our Traditional and Roth IRA accounts offer terrific yields, with no annual fees to cut into your earnings. We offer terms from 1 to 5 years, so you can save on your own timetable. Your Credit Union IRA is federally insured up to \$250,000 for complete peace of mind.

For more information or to open a new IRA account, simply give us a call, stop by the Credit Union, or visit [www.norgrumfcu.org](http://www.norgrumfcu.org).

# What Does It Mean To Be A 'Member-Owner'?

Have you ever noticed that NGFCU never talks about our 'customers'? That's because, rather than just being a customer, you are actually part owner of our unique financial institution.

When the Credit Union generates profits, we return them to our members in the form of lower loan rates, higher savings yields, and improvements in our facilities and services. Everything we do is designed to meet your needs and exceed your expectations – because as an owner, that's exactly what you deserve!

# 2007 California Family Sports Events

Members in Southern California are invited to bring their family and friends to the upcoming family sports events being sponsored or coordinated this year by the Northrop Grumman Federal Credit Union. Special pricing will make each of these events even more enjoyable! Tickets available at all Southern California Credit Union branches or download a ticket request form at [www.norgrumfcu.org](http://www.norgrumfcu.org)

## Avengers Night at STAPLES Center in Los Angeles

- Los Angeles Avengers vs. San Jose SaberCats
- Sunday, March 4, 2007 at 7:00 p.m.
- Special ticket prices \$10.00 (Regularly \$18.00)
- An evening of fun, exciting and fast-paced Arena Football!

*Arrive by 3 p.m. to run through the "Avenger Experience" football skills course, then enjoy a VIP tour of the STAPLES Center at 5 p.m.*

## Northrop Grumman Corporation "All Military Night" at Petco Park

- San Diego Padres vs. Colorado Rockies
- Saturday, April 7, 2007 at 7:05 p.m.
- Special ticket price \$15.00 (regularly \$18.00)
- Tickets available February 12th

## Northrop Grumman Night at Dodger Stadium

- Information forthcoming



# ONLINE BANKING:

**EASY. CONVENIENT. SAFE**

Here at NGFCU, we take online security very seriously. We have multiple safeguards in place for **the\_Max!** eBranch, and we will soon be implementing Advanced Authorization, which goes a step beyond the simple account number and password combination that was used in the past.

Our new security procedures will offer even greater assurance that only you have access to your account when using **the\_Max!** eBranch. The features and functions remain the same, but the login process will change. Take a look at the new Advanced Authorization security feature by visiting [www.norgrumfcu.org](http://www.norgrumfcu.org).

# Expecting A Tax Refund?

## 5 Smart Ways To Use It

Four out of five workers expect a tax refund this year, with an average windfall of more than \$2,400. That's a pretty hefty chunk of change. So the obvious next question is, what will you do with it? Here are some ideas:

- 1. Contribute to an IRA.** With the power of compounding interest and unbeatable tax benefits, your little tax refund can grow into a nice nest egg.
- 2. Pay off high-rate debt.** If you can't pay off the entire balance, ask us about balance transfers to cut down those finance charges.
- 3. Build your emergency fund.** Many American families are just one paycheck away from disaster. Even a small emergency fund is better than nothing at all.
- 4. Save for your kids' college education.** College is expensive, but it's a great investment. A college grad typically earns about \$1 million more than a high school grad, over the course of a lifetime.
- 5. Improve your own education.** If it's good for your kids, it's also good for you! Take a class or a workshop to update your skills or learn a new trade.



### Important Telephone Numbers

Credit Union .....	310.808.4000
Outside 213 or 310 .....	800.633.2848
Eastern Region .....	800.634.7075
Call 24.....	310.327.0682
Outside 213 or 310 .....	800.676.3328
Report a lost or stolen:	
MasterCard .....	877.875.8078
Visa ATM/Check Card .....	800.554.8969
Find a:	
COOP ATM .....	www.co-opnetwork.org
CU Service Center .....	888.CU.SWIRL

Name \_\_\_\_\_ Account Number \_\_\_\_\_

**To: Northrop Grumman Federal Credit Union    Attn: Call Center**

YES, I want to know more about these products/services:

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> Share Draft (checking) | <input type="checkbox"/> Touchtone Phone Acct Mgmt  | <input type="checkbox"/> Home Equity Line of Credit        |
| <input type="checkbox"/> Term Savings Account   | <input type="checkbox"/> Visa ATM/Check Card        | <input type="checkbox"/> Auto Locating Services            |
| <input type="checkbox"/> Holiday Club Account   | <input type="checkbox"/> MoneyMaster Line of Credit | <input type="checkbox"/> Direct Deposit of Social Security |
| <input type="checkbox"/> IRA Accounts           | <input type="checkbox"/> Auto Loan Pre-Approval     | <input type="checkbox"/> Direct Deposit of Retirement      |
| <input type="checkbox"/> Internet Acct Mgmt     | <input type="checkbox"/> First Mortgage Loan        | <input type="checkbox"/> Membership                        |

**To: Flight Plan Financial Services, Inc.,** a wholly-owned subsidiary of Northrop Grumman Federal Credit Union

YES, I am interested in learning more about securing my own financial future. Please send me information on the following:

- |   |   |
|---|---|
| <input type="checkbox"/> Retirement Planning* | <input type="checkbox"/> Life Insurance                 |
| <input type="checkbox"/> 401(k) Plan*         | <input type="checkbox"/> Property/Auto Insurance        |
| <input type="checkbox"/> Mutual Funds*        | <input type="checkbox"/> Long Term Care Insurance       |
| <input type="checkbox"/> IRA Rollovers*       | <input type="checkbox"/> Medicare Supplement            |
| <input type="checkbox"/> Reducing Taxes*      | <input type="checkbox"/> Retiree Dental/Vision Coverage |
| <input type="checkbox"/> College Funding*     |   |

**Send this section to:  
Northrop Grumman FCU  
Box Number 47009  
Gardena, CA 90247-6809**

\* Securities offered through Linsco/Private Ledger Member NASD/SIPC - Stocks, bonds, mutual funds, annuities and other investments available through Linsco/Private Ledger are not deposits in Northrop Grumman FCU, are not insured by the NCUSIF, nor are they obligations of, or guaranteed by Northrop Grumman FCU. Such investments may fluctuate in value and are subject to investment risks, including loss of some or all of the principal.

# "Take Ownership" – Join Online

Now, family, friends and co-workers who want Credit Union membership can "take ownership" with the new online membership application available at [www.norgrumfcu.org](http://www.norgrumfcu.org).

There is no need to hassle with driving to a branch. In just minutes, new applicants can complete the step-by-step membership application and fund a savings and/or checking account securely on their home computer. After the account is opened, a new member/owner can use the new account number to conveniently apply for a loan online or login to **the\_Max!** eBranch to set up free bill payer. They can check out the many other advantages of managing their new Credit Union account online.

There's no need to keep this a secret! Pass this information along to anyone you know.



**Main Office - Pacific Pointe**  
879 West 190th Street  
Gardena, California 90248

**MAILING ADDRESS:**  
Box Number 47009  
Gardena, California 90247-6809

**Call Center Hours**  
Monday through Friday  
7:00 am - 6:00 pm Pacific

Visit us on the internet at:  
[www.norgrumfcu.org](http://www.norgrumfcu.org)

## PROBLEMS? INQUIRIES?

The Supervisory Committee has the responsibility to continually review the functions of the Credit Union to ensure that it is operating in the best interest of its members. Any questions, suggestions or inquiries should be directed to:

**Chairman, Supervisory Committee**  
Northrop Grumman Federal Credit Union  
Box Number 3382  
Gardena, CA 90247-7082



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