

JANUARY 2019

Letter from the President/CEO:

Dear Members:

As we usher in a new year packed with possibilities and exciting new adventures, I would like to begin by wishing you and your family a healthy and prosperous 2019. And also thank you for continuing to be a member of our credit union family. As I reflect on our accomplishments during 2018, it is important to let you know that we've successfully ended the year in a fiscally strong position and also steadily increased our membership as planned. We have a lot planned for you in 2019 and I look forward to helping each of you reach your financial goals this year.

I would like to take moment to reflect on some of our outstanding accomplishments during the last few months of the year. Overall, 2018 was a successful year for us, we switched our Visa Debit Cards to our new Debit MasterCard, giving you more purchasing security with a newly added EMV Chip, our First-Time Home Buying Seminars continue to bring in

hundreds of members, month after month and our ITIN mortgages are changing lives throughout our entire community. We have an even brighter future ahead as the financial landscape continues to grow and evolve, North Jersey FCU will continue to grow and evolve alongside it.

Helping you to begin the year financially on-track is very important to us, so we have partnered with GreenPath Financial Wellness to give our members access to FREE tools and resources to help support you. You can access them through our website or log on to GreenPath.org for more information. Looking for ways to increase your wealth? We have a few CD specials to help boost your account balance. Our 12-month CD has a rate of 2.02% (requires no minimum balance) and our 19-month CD promotion has a competitive rate of 2.22%. More information about our special rates inside the newsletter. Hurry in and take advantage of this offer as it expires at the end of March.

North Jersey FCU is here to be your financial partner. We are committed to helping you reach your goals and even some of your dreams by offering products and services that work to make life easier. We also realize you have a choice of where you can manage your money. I speak for everyone here when I say, we are all grateful for your continued membership. From all of us at North Jersey FCU, thank you for your ongoing support and we wish you a wonderful 2019!

Sincerely,

A handwritten signature in cursive script that reads "Lourdes Cortez".

**We offer FREE First-Time Homebuyer Seminars
for all of our members and their guests. Spread the word!**

Free First-Time Homebuyer Seminar



What you'll learn...

- ⇒ The current real estate market
- ⇒ The home buying process
- ⇒ The inspection process
- ⇒ The pre-approval process
- ⇒ Mortgage financing
- ⇒ Why NOW is the best time to buy

...and much more

JOIN US AT OUR FLAGSHIP TOTOWA BRANCH!
SATURDAY, FEBRUARY 16, 2019
11AM - 1PM
711 UNION BOULEVARD, TOTOWA, NJ 07512

RSVP BY FRIDAY, FEBRUARY 15, 2019
973.785.9200 Ext. 3392 or Email marketing@njfcu.org

 **North Jersey Federal**
Credit Union
Above and Beyond Banking

Daniel Leon
Mortgage Loan Officer
NMLS# 1289995

**Thinking Of Buying a Home This Year? Here Are
Some Useful Tips To Get You Started.**

4 Key Tips for Buying Your First Home



Buying your first home is a major life milestone, but it can also be an intimidating experience, especially with so much at stake. What do you need to secure a [mortgage loan](#), and how do you get the lowest rate possible? Should you hire an agent? What do you do once you find your dream home? If you're planning on buying your first house, the tips below will help you navigate the process.

4 Tips for First-Time Home Buyers

1. Start Saving Your Down Payment Early

[The FHA](#) offers several programs with down payments as low as 3.5%, but private lenders will want you to pay at least 20% up front. The more you put down, the lower your interest rates and other fees will be, so start saving as early as possible.

2. Clean Up Your Credit

Request a copy of your credit report, and dispute any errors as soon as possible. In many cases, having mistakes removed from your report will bump your score up enough to impact your interest rate. Paying down debt will also decrease your credit utilization, dramatically increasing your chances of getting a mortgage loan on the first try.

3. Get Pre-Approved

Taking care of the mortgage loan paperwork before you go house-hunting will get one of the most stressful parts of home buying out of the way early. Lenders also tend to take offers backed by a pre-approval letter more seriously, which puts you in a stronger negotiating position.

4. Find a Real Estate Agent

A savvy real estate agent will provide you with critical insight, helping you narrow down your options and notifying you immediately of new properties that meet your needs. They have extensive knowledge of the neighborhood, trends, and market conditions. They'll use their experience to help you settle on a reasonable offer price and craft a negotiation strategy, ensuring you get a fair deal.

Farewell and thank you Frank!



Last year, Chairman of the Supervisory Committee, Frank Valenzano, retired after 10 years of dedicated service to North Jersey FCU. Frank has served as Chairman for over 10 years, since April 2008. Prior to that, he served as a committed board member who helped to change the landscape of our credit union. Thank you for all of your years of dedication and we wish you luck on your next endeavor.

Congratulations to John Kirk, who will now be taking on the role as the new Chairman. We look forward to working with you and planning an awesome 2019!

MasterCard Credit Cards Coming Soon!



Important Information About Your Account

Starting February 1, 2019, there will be a \$2.00 Reg D Acceptance Fee charged for any pre-authorized withdrawals made from a North Jersey FCU savings account or money market account beyond the six monthly withdrawals allowed by the Federal Reserve. By the Regulation D law, members are allowed to make up to 6 withdrawals or transfers per month from an interest bearing savings account without penalty.

The following will not count toward the six-transaction limit:

- Withdrawals or transfers made at ATMs
- Transactions made in person at a bank
- Withdrawals made by telephone if the check is mailed to the depositor

As we greatly value your membership and want to make sure all your financial transactions are seamless, we will not deny your electronic transactions, close your account or convert it into a checking account. North Jersey FCU will only charge a small \$2.00 Reg D Acceptance Fee for each non-present overage transaction.

Should you have any questions about the new Reg D Acceptance Fee, please feel free to speak to your **Member Service Representative** or contact our **Call Center at 973.785.9200**.

New Year, New CD Rates!

NORTH JERSEY FEDERAL CREDIT UNION CAN HELP WITH YOUR

2019 NEW YEAR'S RESOLUTIONS

- ✓ Earn More Money
- ✓ Save More Money
- ✓ Make Better Financial Decisions



LIMITED-TIME CD SPECIALS:

12-MONTH CD	19-MONTH CD
2.02% APY*	2.22% APY*
NO Minimum Balance	\$5,000 Minimum Balance

Serving: Bergen, Passaic, Essex, Hudson, Morris, Middlesex & Union Counties of NJ

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Proud to Serve Our Members for Over 80 Years,
Since 1936

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NCUA Equal Opportunity Lender CERTIFIED CD ESI

*APY is the Annual Percentage Yield. Term share certificates of deposit rates are valid as of 1/1/19. Promotion ends on 3/31/19. This offer cannot be combined with any other promotion. There is no minimum opening deposit for 12-month. Interest is compounded and credited monthly. Rates are subject to change without notice. Promotions can end at any time without notice. Penalty will be imposed for early withdrawal. See our current disclosures on our website or ask our Member Service Representative for more information. Fees could reduce earnings on the account. NCUA insured to the maximum amount allowed by law. Other rates and terms are available.

North Jersey FCU Convenient Services

Did you know North Jersey FCU Convenient Services can help you to digitally manage your account, anywhere you are, anytime you need?

[Online Banking](#) - We are pleased to offer you a convenient way to pay bills, transfer funds, and check

balances.

[NJFCU Mobile App](#) - Download to your smartphone, iPhone, iPad, Kindle or tablet for quick and easy access to all your NJFCU accounts.

[Popmoney](#) - Send, request and receive money using an email address or through your mobile device!

[Bill Pay](#) - See unpaid eBills in three places, Email notifications when sending a check, and more!

[TAP](#) - Telephone Account Processing Audio Response System allows you to access your NJFCU accounts around the clock, seven days a week, from any touch-tone phone in the world.

[Overdraft Protection](#) - Overdraft Protection and Courtesy Pay helps you prevent overdrafts while enabling you to make transactions and purchases with your debit card even when sufficient funds aren't available in your account.

[GreenPath](#) - With GreenPath, you have free access to money management and financial education services.

It's Time to Make a Smart Move!

MAKE YOUR HOME WORK FOR YOU

With a NJFCU
Home Equity Line Of Credit

Take advantage of the excellent rates North Jersey Federal offers!

Use the equity in your home to pay for
whatever life brings your way!

Great Introductory Home Equity Line of Credit rates as low as

1.99% APR*
For the first 6-months

2.69% APR*
For the first 12-months

Serving: Bergen, Passaic, Hudson, Morris, Middlesex Essex & Union Counties of NJ



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Since 1936



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*APR is the Annual Percentage Rate. Rates are subject to change without notice. Restrictions may apply. Rates are for qualified members and are subject to credit approval and loan to value restrictions. Rates may vary depending on creditworthiness, loan amount, loan term and value of your home. All applications are subject to appraisal fees. Qualified members do not pay for the following fees: origination fees, settlement fees, or service fees or credit reports. The 1.99% rate is good for either 6 months and the 2.69% rate is good for 12 months (whichever is lowest at the time of the loan). The 1.99% rate is for new money only (6 months) and the 2.69% rate is for existing money (12 months). Minimum payment is \$25.00. Minimum loan term is 12 months with a maximum term of 180 months. Minimum monthly payment is \$125. Consider all options with any new credit. Repayment can happen at any time.

GreenPath Financial Wellness!



Dealing with Debt? You're not Alone!

At North Jersey FCU, we're more than just a credit union- we're a partner for your lifelong financial journey. With almost 80% of Americans dealing with debt, effective debt management is a critical component of meeting your financial goals.

Through our partnership with GreenPath Financial Wellness, we are able to provide our members with free, personalized financial coaching. And if you have credit card debt or high interest rates, GreenPath's debt management services offer a convenient way to pay off your entire debt faster-while also saving money on interest and fees.

Get started by taking 3 simple steps:



Contact GreenPath

Call GreenPath
Financial Wellness
today at
877-337-3399.



Talk to a Counselor

A financial coach will
assess your situation
and identify options to
manage your debt.



Establish a Plan

We'll work with you to
develop a personal
plan to achieve your
financial goals!



GreenPath has helped people just like you pay off millions of dollars in debt. Get started on the path to being debt-free today by calling **877-337-3399** or visiting them [online](#).

Stop Dreaming and Start Driving!



NEW YEAR! NEW CAR! NEW YOU!

Stop Dreaming and Start Driving!

2.99% <small>APR*</small> NEW VEHICLES	3.24% <small>APR*</small> USED VEHICLES
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North Jersey FCU offers a comprehensive range of products and services to make the purchase and financing of a new or used vehicle swift and stress-free. Whether you want to let your hair flow freely in a new convertible or taxi the kids to piano lessons in a sleek minivan, your search should start here! Don't get lured by a dealer's fast talking sales associate when you can secure up to 100% financing through North Jersey FCU. Our new or used vehicle loans feature fast turnaround and approvals with low rates.

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*APR is the Annual Percentage Rate. Rates are subject to change without notice and restrictions may apply. Rates apply to new and pre-owned vehicles. Rates may vary depending on credit, loan amount, loan term and value of your vehicle. The minimum auto loan amount is the value of the car, DMV and other fees may apply. A 6-year, fixed-rate new car loan for \$20,000 would have 72 monthly payments of \$303.75 each, at an annual percentage rate (APR) of 2.99%. Ask your member service representative for more details.

This year, we will be highlighting North Jersey FCU's small business members and their products in our newsletter.

If you are a NJFCU business member and would like to have your company highlighted in our newsletters, please contact our marketing department at marketing@njfcu.org.



Payroll is no longer just payroll. With EZ Payroll™ you can easily recruit, retain, manage, and grow your team with our powerful cloud-based payroll and human capital management software. Our easy to use interface provides a consistent user experience across the entire platform and just one employee record to deal with.

* Personalized service is what we offer, as well as a highly customizable platform, providing you maximum flexibility and the ability to improve existing processes and reporting.

* We can automate getting your data into payroll and HR, eliminating paper so you can spend less time on paperwork and more time on your business.

* Thousands of small and mid-sized businesses across the US use our technology for their payroll and HR needs.

[Click Here to Visit Their Website](#)

Holiday Closings

**All branches will be closed on Monday, February 18, 2019
in observance of Presidents Day.**

**Branches will resume normal hours of operation on
Tuesday, February 19, 2019.**

Privacy Notice:

Federal law requires us to tell you how we collect, share, and protect our personal information. Our privacy policy has not changed. You may review our policy and practices at www.njfcu.org, or you can call us at (973) 785-9200.



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View our profile on **LinkedIn**