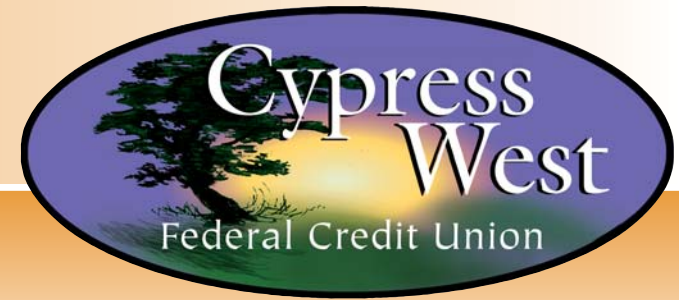
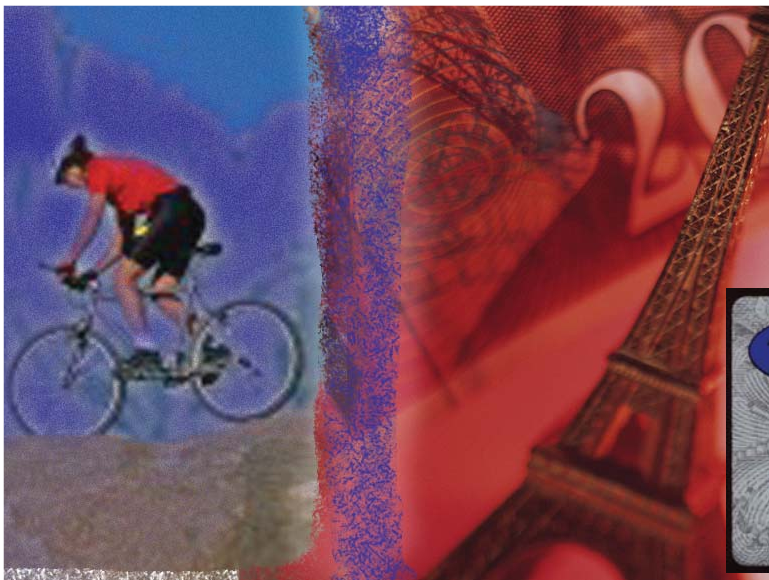




www.cypresswestfcu.org

# Vacation and holiday loan special

Planning ahead can be fun, especially when you are planning a holiday or a vacation. So plan ahead and apply for a Cypress West Holiday loan. We are offering a fabulous 6% APR rate and 12 months to repay. Whether you will be biking in the Gran Tetons, relaxing on the Sun Coast of Australia or partying for a week in Palm Springs, take this holiday loan with you. Apply on our newly overhauled Web site: [ww.cypresswestfcu.org](http://www.cypresswestfcu.org). Promotion ends January 15, 2005.



## Transfer card balance offer: 3.99% or 4.99%

That's right. Transfer those balances to your Cypress West Visa card and take your time paying them off because our transfer program rates will not change until they are paid off. Rates are moving up, so now is a good time to take advantage of this offer.

**3.99% Platinum, 4.99% Classic until paid off.**

**Transfers until**

**January 15, 2005.**

### In this issue

|                              |   |
|------------------------------|---|
| Visa balance transfer.....   | 1 |
| Vacation loan special.....   | 1 |
| What is Check 21?.....       | 2 |
| Cut your insurance costs.... | 2 |
| Web site overhaul.....       | 3 |

# What is Check 21?



## What is Check 21?

Check 21 is a new federal law that necessitates some changes in the way your paid checks are handled. Under the current law, a financial institution that presents a check for payment must present the original paper check, unless the paying and receiving financial institutions have agreed to accept electronic images. Check 21 removes the agreement requirement and allows a financial institution to convert a paper check into an electronic image. Check 21 facilitates the broader use of electronic check processing without mandating that any financial institution change its current check collection practices. Check 21 accomplishes this by authorizing a new negotiable instrument called a "substitute check." Check 21 becomes law on October 28, 2004.

## What is a substitute check?

A substitute check is a legally sanctioned document with all the rights and obligations given to the original paper check written from your checkbook. At any point along the

check clearing process, a financial institution may remove the original paper check and substitute an electronic image. Substitute checks are simply paper copies created from these electronic images of original paper checks (front and back, with all the endorsements) and are suitable for automated processing in the same manner as the original paper check. Each substitute check must include a statement identifying it as a legal copy of the original paper check.

## What does a substitute check look like?

A substitute check is approximately 3.75 x 8.5 inches long. It is larger than your original paper check and has a legal statement printed on it. A sample is illustrated above.

## How will Check 21 affect my account?

Deposits will be credited sooner and checks will clear faster. So float will decrease.

## Want more information?

Go to our newly revamped Web site: [www.cypresswest-fcu.org](http://www.cypresswest-fcu.org).



## Your Volunteer Board

Elected by and representing you:

- Cay Aki
- Wayne Bentley
- Howard Goldberg
- Lysie Temple
- Frank Unciano

# Insurance notice



Insurance on your credit union loan may not cover an advance or charge under your credit line if your disability or death results from a condition for which you have seen a doctor or chiropractor in the six months before the advance or charge.

Credit card balances are not subject to the Credit Life and Credit Disability Pre-existing Medical Condition provision.

## CU Holidays

The credit Union will be closed:

**Monday, October 10**, in observance of *Columbus Day*

**Thursday, November 11**, in observance of *Veterans' Day*

Thursday, November 25 and the day after, in observance of *Thanksgiving*.

**Friday, December 24** we close all day in observance of *Christmas eve*.

Friday, December 31, we will close all day in observance of *New years day*.

# How to cut your insurance costs

**A**dd up what you pay in insurance premiums each year: medical, auto, homeowner's, life, and so on. Makes you wince, doesn't it? Here are some ideas from members of the Financial Planning Association about how to reduce your insurance costs.

**Don't skimp on insurance.** This probably doesn't sound like a way to save money. But keep in mind that the purpose of insurance is to transfer to an insurance company the financial risk you can't afford to carry yourself. Without formal insurance, you are de facto *self-insuring*—meaning you'll pay out of your own pocket in the event of a financial disaster such as loss of a home or a serious illness.

For example, many renters don't purchase renter's insurance, which covers the loss of their personal property (no, the landlord's insurance doesn't cover it). Renter's insurance is very affordable, yet how many times do you read about people who lose everything in an apartment fire and have no insurance?

**Buy the insurance you need...** Carefully review your insurance needs with your financial advisor. Auto, medical, and homeowner's insurance are probably obvious. But do you have disability insurance in case you lose income due to an illness or injury? Many financial planners recommend that clients buy long-term care insur-

ance no later than their late fifties or early sixties to cover the high cost of potential long-term care. Do you have liability coverage beyond standard auto and homeowner's insurance in the event you are sued? This can be very important for small business owners.

Watch out for gaps. People with properties in multiple states, for example, often use insurance agents in the local of each property for their property and casualty coverage. Lack of coordination can easily result in expensive duplicated coverage—or worse, inadequate coverage for some property because it was overlooked or because a policy expired. You may need "riders" or "floaters" to provide extra coverage for such things as jewelry or antiques whose value is limited under the standard policy.

**... And don't buy what you don't need.** You'll probably need life insurance . . . but not necessarily. Life insurance generally is for people whose death will have a significant financial impact on others—a spouse, children, dependent parents, heirs who might face a hefty estate tax bill. You may not need it if you are young and single. And as you age, you may need coverage for only a limited time or for a smaller amount.

You also probably don't need to spend dollars on insurance for flights, pets,

Continued on Page 4

# Web site overhauled: win \$50

**V**isit our newly revamped Web site. It features easier navigation, faster loading and is logically laid out and packed with more good information.

Visit [www.cypresswestfcu.org](http://www.cypresswestfcu.org) and identify five pages where you can see a treasure and get a chance to win \$50.

Here are the rules:

- 1) One winner per drawing week starting 10/19 through 12/18/04.
- 2) A drawing week begins on Monday and ends of Friday.
- 3) You must send an email from the CWFCU Website identifying yourself and the

last four digits of your account number. In the email name the five pages where you have found the treasures.

- 4) Enter as many times as you want but you can only win once.
- 5) Qualified entrants must identify five separate pages where a treasure can be seen.
- 6) Winner drawn randomly from the qualified entrants.
- 7) Winners are announced on the Website on the Friday after the end of the previous drawing week.
- 8) By entering winners agree to the use of their name and photo and a short quote on the Web site. (No other identifying info will be used in order to protect the winners' privacy.)

## Call, mail, or visit us

Cypress West Federal Credit Union is a member owned, not-for-profit financial cooperative

**Street:** 943 El Camino Real  
South San Francisco, CA 94080


**Mail:** POB 967  
San Bruno, CA 94066

**Web:** [cypresswestfcu.org](http://cypresswestfcu.org)

|                                 |  |
|---------------------------------|--|
| Voice (local)                   | 650.877.0545   |
| Voice (long distance)           | 800.544.6944   |
| FAX                             | 650.872.2656   |
| Q400 (Talk with our computer)   | 800.430.3448   |
| Modem (Dial in to our computer) | 650.742.9693   |
| Visa credit lost/stolen         | 800.325.3678   |
| Visa Debit lost/stolen          | 800.453.4270   |
| e-mail                          | <a href="mailto:info@cypresswestfcu.org">info@cypresswestfcu.org</a> |

Page 3

## Financial planning you can trust

 Get a free, one-hour consultation, a \$150 value, from Jim Frazin who is a Certified Financial Planning™ practitioner\* with 25 years of experience in finance and small business. Need a portfolio review? Are you on track with your retirement or college savings plans? Too much insurance? Not enough or just not sure? Do you need a will or trust? Talk to Jim. He does not sell any products and makes no commissions. If you need financial products, he has a great team of professionals he can refer you to. Or you can

use your own. He is paid by the hour and/or charges a small percentage of any assets which you ask him to manage.

For your free consultation, a free seminar for your company, or if you want to discuss a particular situation, call Jim today at 415-337-4566. If outside Northern California, call 866-882-7817.

\*Jim Frazin, CFP® is an Investment Advisory Representative of First Affirmative Financial Network, LLC, an independent investment advisory firm registered with the SEC. Investments are not federally insured by NCUA/NCUSIF or FDIC and are not credit union guaranteed and may lose value.

## How to cut your insurance costs

Continued from Page 3

specific diseases, loans, and car rentals.

**Buy the right amount of insurance.** While people sometimes buy too much of a particular insurance, more often they are underinsured.

A good example where this is common is life insurance. People frequently base their decision on premium costs, not what death benefits they need. The better approach is to first calculate how much money you will need to replace future lost income necessary for your dependents. Then look at insurance options. Some people might be able to afford to buy adequate death benefits through a whole life policy, which has an investment component. But most would be better off spending their limited insurance dollars on term life, which has no investment component and which allows you to buy more death benefit coverage for each premium dollar.

**Shop around . . . but don't buy on price alone.** Costs vary significantly among carriers, so carefully compare for like coverage and features. But don't buy on price alone. You'll want to have a carrier that's financially sound so that it's there if you need the benefits.

**policies with a single carrier.**

You often can get a better deal buying multiple policies through a single carrier, such as auto, homeowner's, and liability. But not all carriers are strong in all lines. They might be good for property and casualty but not life and health, so be sure any savings are worth it.

**Help yourself.** Staying healthy, putting smoke alarms and security systems in your house, and having a good driving record can keep premiums down.

**Increase deductibles and avoid small claims.** Choosing larger deductibles will reduce your premium costs (self-insure the deductible through an emergency fund). They also reduce small claims, which have become a sore spot in insurance because companies are increasingly raising premiums or even dropping customers who make multiple small (and large) claims.

September 2004 — This column is produced by the Financial Planning Association, the membership organization for the financial planning community, and is provided by James A. Frazin, CFP®, a local member of the FPA

Cut out and mail to the credit union



|   |  |                           |                                  |
|---|--|---------------------------|----------------------------------|
| Please send me more information about:<br>(check as many boxes as you like)   |  | My Name _____             | My Daytime Area Code/Phone _____ |
| My Address _____  |  | My City, State, ZIP _____ |                                  |
| <input type="checkbox"/> SHARES/PASSBOOK<br><input type="checkbox"/> Savings/Shares/Passbook<br><input type="checkbox"/> Nautilus® Money Market<br><input type="checkbox"/> Regular Share IRA<br><input type="checkbox"/> CERTIFICATES<br><input type="checkbox"/> Summit® Certificate<br><input type="checkbox"/> Regular Certificate<br><input type="checkbox"/> Market Index Certificate<br><input type="checkbox"/> IRA/SEP<br><input type="checkbox"/> TRANSACTION ACCOUNTS<br><input type="checkbox"/> Visa® Credit Card<br><input type="checkbox"/> Visa® Benefits<br><input type="checkbox"/> Visa® Debit Card<br><input type="checkbox"/> Share draft/ATM Card<br><input type="checkbox"/> LOANS<br><input type="checkbox"/> Vehicle<br><input type="checkbox"/> New<br><input type="checkbox"/> Used<br><input type="checkbox"/> Payment Advantage® | <input type="checkbox"/> Personal Loans<br><input type="checkbox"/> Signature<br><input type="checkbox"/> Line of Credit/Overdraft protection<br><input type="checkbox"/> Consolidation<br><input type="checkbox"/> Home Loans<br><input type="checkbox"/> Equity<br><input type="checkbox"/> Purchase<br><input type="checkbox"/> Refinance<br><input type="checkbox"/> Pers. Financial Planning/Investment Alternatives<br><input type="checkbox"/> More Services<br><input type="checkbox"/> Price Club/Costco<br><input type="checkbox"/> Great America/Marine World Discounts<br><input type="checkbox"/> Group Legal Plan®<br><input type="checkbox"/> Insurance<br><input type="checkbox"/> Accidental Death and Dismemberment<br><input type="checkbox"/> Group Life/other<br><input type="checkbox"/> Federal Deposit Insurance<br><input type="checkbox"/> Other _____ |                           |                                  |

Consider multiple

**Cypress West Debit/ATM**

**Card: No Surcharges  
on deposits or with-  
drawals – watch for  
the Co-op logo. Find  
ATMs at  
www.co-opnetwork.org**

