

JULY

UNITED SAVINGS FEDERAL CREDIT UNION

2004

NEWSLETTER

2001 WEST 10TH STREET • ANTIOCH, CALIFORNIA 94509

PRESIDENT'S MESSAGE

MARK RYAN, PRESIDENT & CEO



Whenever you apply for a loan today, your "credit score" plays an important part in whether you will be approved or denied

for credit. The higher your score the more likely you'll be approved for the loan you want and possibly better terms and rates.

There are a lot of different scores but the most widely used is the FICO score (Fair Isaac Company). The FICO score is used by all three major credit bureaus, Experian, Equifax and Trans Union though sometimes called by other names such as Beacon and Empirica. The Fico score is an empirically derived, statistically proven system. That means the score is fairly accurate in predicting repayment or possible default on a loan. FICO scores range from 300 to 850 with the higher score being the better.

Your FICO score consists of five characteristics: Payment history, capacity, length of your history, accumulation of new credit and mix of credit. Your payment history is how you pay your current and past credit obligations. Recent payment history carries more weight than past problems. Payment history counts for 35% of your total score.

Capacity is how much credit you have available on your credit limits and it counts for 30% of your score. If you've maxed out your credit cards, your score will definitely be affected.

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SUMMER LOANS

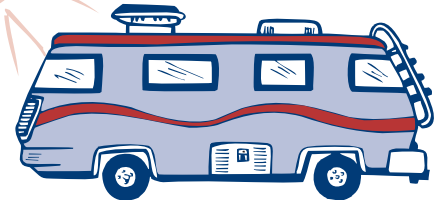
Summer is heating up and so are our loans! Apply for any of our consumer loans (auto, personal, boat, RV, motorcycle, etc.) in the month of July and receive up to .5%* off our current rates! In addition, anyone who applies for a loan during this July promotion will be entered in our weekly drawing for prizes!

"Vacation & Summer" recreation time is here. Take advantage of this great opportunity and join the fun this July 2004. So if



you've been thinking about taking a long deserved vacation or making that new purchase or just want to refinance into a lower rate or better terms, July is the time. And remember, all applicants will be entered in our "Vacation & Summer" recreation drawings. ▼

*excludes Home Equity Loans, MasterCard and Mortgages

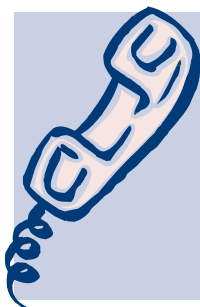
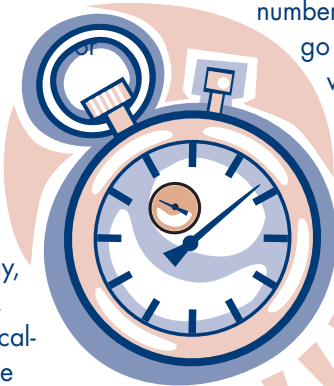


3-MINUTE LOAN APPROVALS

United Savings has teamed up with Credit Union Direct Lending (CUDL) to offer you the easiest, fastest way to buy a new or used auto. In about three minutes, a CUDL representative at your local participating dealership can approve your auto loan on the spot... without you ever setting foot inside United Savings' office!

You can drive away the very same day, usually within an hour of loan approval. The paperwork's taken care of electronically through CUDL, United Savings and the dealership. To find a participating dealer

who carries the make or model of the car you want, call the dealership locator number at 888-CUDIRECT go to our website, www.unisavfcu.org, and look for the link to Credit Union Direct Lending from our Useful Links. ▼



IMPORTANT USFCU NUMBERS

TELEPHONE NUMBER	(925) 778-7283
FAX NUMBER	(925) 778-8174
TELEPHONE TELLER	(925) 778-7377
VISUAL TELLER	(925) 778-7393
www.unisavfcu.org	info@unisavfcu.org

PRESIDENT'S MESSAGE

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Length means how long you have had credit on your credit report and the overall age of all your accounts. Length counts for 15% of your score so for scoring purposes, it is important for you to keep some of your older accounts open and not to open too many new accounts in a short period of time.

Accumulation means how much recent credit you've opened. This counts for 10% of your score. It is wise to slow down the number of accounts you open and the frequency in which credit reports are pulled on you to help increase this area of your score.

Mix is the relationship between revolving and installment debt. It is better to have more installment debt like car loans, mortgages and personal loans. Examples of revolving debt are credit cards, retail store or gas cards. Mix counts for another 10% of your score. ▼

PICKING THE VEHICLE THAT'S RIGHT FOR YOU



What kind of vehicle best suits you? If you have two kids and more on the way, you may be limited to a minivan. If you're single and on your own, is it time for a sports car? Do you commute to work in heavy traffic? Then crash test results are important.

If you're looking for a new vehicle, check out publications like Consumer Reports. Additionally, our website, www.unisavfcu.org, has links to auto pricing information, vehicle history reports and auto buying services such as Kelley Blue Book, CARFAX, Enterprise Car Sales and Credit Union Direct Lending.

Visit a number of auto dealers so you won't be tempted by "love at first sight". Test drive several models and narrow it down to a couple of choices. With options in hand, you'll be in the drivers seat when it's time to negotiate a deal.

Lastly, contact your credit union to see what financing options we have available. With a pre-approval in hand, you'll be cruising in the right vehicle soon! ▼

MEET MARGARITE

Please meet Margarite Bennett, our newest addition to United Savings. She has joined us as a part-time Member Service Representative.

Margarite comes to us from First American Title. She has two children, an eight-year-old boy and six-year-old girl and her boyfriend is Mike. Her hobbies include flower arranging, movie going and attending her son's baseball games. In her spare time she likes to volunteer with her kid's school, is team mom and spends time with her family.

The next time you're in the office be sure to introduce yourself or just say "hi" to Margarite. ▼



MEMBERS FINANCIAL NETWORK

It's easy to connect with a full network of financial solutions. Simply visit our Web site at www.unisavfcu.org and just click on the MEMBERS Financial Network button.

MEMBERS Financial Network is a comprehensive resource that's easy to use, and available 24/7, to help you plan your financial future and to answer your financial questions. By using this tool, you can:

- Get auto insurance quotes and product details, buy mutual funds, and update your CUNA Mutual Life Insurance policies all online.
- Research investments and trade stocks online through two convenient systems.
- Track news, stocks and mutual funds.

- Use electronic calculators for planning and evaluating your financial goals.
- Access a wide selection of educational financial articles.

For a complete range of information and help with your financial directions and decisions, visit our Web site at www.unisavfcu.org and click on the MEMBERS Financial Network button. ▼

Representatives are registered through, and securities are sold through, CUNA Brokerage Services, Inc. (CBSI), member NASD/SIPC, 2000 Heritage Way, Waverly, Iowa 50677, toll-free 866-512-6109. Insurance sold through licensed CUNA Mutual Life Insurance Company Representatives, and in New York, licensed insurance representatives of other companies. Nondeposit investment products are not federally insured, involve investment risk, may lose value, and are not obligations of or guaranteed by the credit union. CBSI is a registered broker/dealer in all fifty states of the United States of America

YOUR HOME EQUITY

As real estate values continue to climb, loan rates are still down. Our Home Equity Line-of-Credit (HELOC) rate continues to be very low. With rates currently at 4.875% APR*, now is the time to take advantage of these great deals. Additionally, we will continue to reimburse the application fee, upon closing, until December 31, 2004.

We can provide a Home Equity Line-of-Credit up to 80% of your home's appraised value...from \$10,000 to \$100,000. So if you have a need to borrow funds, United Savings can help you by using the substantial equity in your home. ▼

* APR = Annual Percentage Rate. Rate current as of 06/30/04. Rate subject to change quarterly beginning 07/01/04.



USFCU

Sept. 6

