Ask The Advisor: Stay On Track With Your Investing Plan

Remodeling Projects That Make Financial Sense

Snagging A Good Deal On Your New Car

Who’s Eligible For Membership?

“Within the last six years, my life has been totally transformed because of SchoolsFirst FCU.”

SHEELA H.
MEMBER SINCE 2014
Monica is a certified financial planner™ and attained her CFP® credentials from the University of California, Irvine. The stock market can rise and fall on world events. Bad news can send it plunging as investors panic and sell off their investments, while good news keeps them active in the market. Sometimes referred to as a roller coaster, the market can be a ride many are nervous taking, particularly when it goes south. But common sense says you wouldn't jump off a ride midway through, no matter how scary the dips. That could be disastrous. Still, weathering volatility can be an extremely emotional journey for many.

**UNDERSTANDING MARKET CORRECTIONS**

One of the hardest events for investors to stomach are market corrections. A correction is a dramatic drop of 10% or more of a stock, bond or market index such as the S&P 500. The most recent correction is over fears of the coronavirus spreading and its potential impact on the economy. However, corrections tend to be shorter in duration and less severe than bear markets, lasting around three to four months.

Corrections aren’t unusual, although many investors act as if they are, each and every time they occur. In fact, since World War II, there have been 27 market corrections to the S&P 500 Index.

**WHAT’S AN INVESTOR TO DO?**

There’s a saying that doing nothing is doing something, although that’s not advice many investors consider. However, making rash decisions during market turbulence is like jumping off that roller coaster midway through. That’s why it’s important to establish an investment strategy. Start by identifying your investment goals, risk tolerance and investing time horizon, then tailor your portfolio’s allocation. It’s also wise to review your investment mix and criteria at least annually, because you may need to change your initial portfolio allocation.

Your investment portfolio may include a mix of stocks, bonds and cash to help manage risk. This is known as asset allocation and can help you weather the market’s gyrations and take advantage of its upturns. That’s because each asset tends to behave differently depending on how the market is behaving. One simple way to achieve diversification is by investing in mutual funds, accounts that are managed by experts whose primary roles are to determine the right mix of stocks and bonds based on their funds’ objectives.

**KNOW YOUR INVESTING PERSONA**

While it’s all well and good to be told you shouldn’t panic when the market has its moments, understanding your risk tolerance when investing is critical. By knowing your limitations, you can create an appropriate asset allocation and achieve your long-term financial goals.

The truth is, you can’t control the market, but you can control the decisions you make. And having a sound strategy that guides you when things turn rocky will help you keep a clear head and stay the course.

**We’re Here to Help**

Investing can be challenging, but our financial advisors can answer your questions and help you create a common sense investment strategy based on your unique investment criteria. Whether you’re saving for retirement, a home or your children’s college education, we can help you find solutions that work for you. Visit schoolsfirstfcu.org/advisors to learn more.

**Real Estate Workshops**

Get expert advice about buying, selling or using the equity in your home to your advantage.

**HOME BUYING ESSENTIALS**

Please note that due to the circumstances surrounding the coronavirus, we are canceling April workshops.

- May 12 | 6:30 – 8 p.m. | Torrance
- May 13 | 6:30 – 8 p.m. | Chino
- May 16, June 27 | 9:30 – 11 a.m. | Tustin
- May 20 | 6:30 – 8 p.m. | Moreno Valley
- May 28 | 6:30 – 8 p.m. | Redlands
- June 3 | 6:30 – 8 p.m. | Placentia
- June 4 | 6:30 – 8 p.m. | Corona
- June 9 | 6:30 – 8 p.m. | Cypress
- June 11 | 6:30 – 8 p.m. | Irvine
- June 16 | 6:30 – 8 p.m. | Whittier
- June 18 | 6:30 – 8 p.m. | Fountain Valley
- June 23 | 6:30 – 8 p.m. | West Covina
- June 24 | 6:30 – 8 p.m. | Riverwalk
- June 30 | 6:30 – 8 p.m. | Santa Ana
REMOLDING PROJECTS
That can make financial sense

HOME RENOVATIONS
can make home life more enjoyable and potentially boost the value of your abode if you decide to sell. Be sure to crunch the numbers before starting a project and add 15% to 20% more than the amount estimated to cover unexpected costs.

- ROOF REPLACEMENT/ASPHALT SHINGLES
  Cost: $27,769
  Resale Value: $20,902
  Cost Recouped: 75.3%

- MIDRANGE KITCHEN REMODEL
  Cost: $26,150
  Resale Value: $22,657
  Cost Recouped: 86.6%

- WOOD DECK ADDITION
  Cost: $18,059
  Resale Value: $13,924
  Cost Recouped: 77.1%

- GARAGE DOOR REPLACEMENT
  Cost: $3,874
  Resale Value: $4,537
  Cost Recouped: 117.1%

- MIDRANGE BATHROOM REMODEL
  Cost: $24,757
  Resale Value: $16,349
  Cost Recouped: 66.0%

WAYS TO PAY FOR YOUR PROJECTS
A Home Equity Line of Credit, or HELOC, allows you to borrow against your home’s equity. HELOCs offer competitive interest rates and the flexibility to pay what you borrow back over a time period as long as 25 years.

A low introductory APR on a credit card may be just the ticket for managing a modest remodeling project. Keep in mind that the introductory APR is for a set period of time, such as 18 months, so you’ll need to pay off the amount you borrow before the introductory period ends.

All loans are subject to approval.

SOURCE:
2020 Cost vs. Value Trends for the state of California, remodeling.hw.net

REGISTER TODAY AT schoolsfirstfcu.org/workshops

Financial Workshops
Learn more about planning for your financial future by attending our complimentary workshops at these locations: (Workshop dates are subject to change.)

RETIREMENT PLANNING FOR SCHOOL EMPLOYEES
May 1, June 20 | 10 – 11 a.m. | Santa Ana
May 9, June 13 | 10 – 11 a.m. | Riverside Administrative Office

DO YOU NEED A REVOCABLE LIVING TRUST?
May 13 | 6:30 – 8 p.m. | Placentia
June 25 | 6:30 – 8 p.m. | Anaheim
It's time to buy a new ride. Here are 5 ways to avoid bumps in the road and drive home a vehicle that fits your needs and budget.

1. Ready, Set, Budget
The rule of thumb is to spend no more than 20% of your take-home pay on a car. This includes the sticker price, interest rate for an auto loan, taxes, fees, insurance, fuel costs and repairs.

2. Research Your Options
Don't overpay for your ride: Use our Car Buying Service, powered by TrueCar®. This will tell you what you can expect to pay and what others have paid for the autos you're considering. You can also find great deals on new and used vehicles through our other car-buying services: Autoland, Enterprise Car Sales and FastTrack.

3. Apply for a Loan Pre-Approval
By getting pre-approved for a car loan, you'll know what vehicle you can afford. Also, check out FastTrack on our website to get SchoolsFirst FCU financing right at the dealership.

4. Get an Insurance Quote
The cost to insure your new car will vary, depending on the vehicle you choose. Our insurance agents can help you find great insurance for a new or used car, not just on vehicles financed with us. Visit schoolsfirstfcu.org/insurance³ to learn more.

5. Take the Car for a Test Drive
Before you purchase your vehicle, take it for a test drive. Just make sure you let the salesperson know that you're taking it for a test drive and are not ready to buy yet. Drive over different road surfaces and test out acceleration, visibility, steering and braking, as well as security features.

If you're ready to buy a car, let your Credit Union help you find, finance and insure it. We offer great low auto loan rates, exclusive incentives and discounts.⁴ Visit schoolsfirstfcu.org/autoloans to learn more.
Dear Members,

As your Credit Union and trusted financial advisor, we are dedicated to helping you and your family achieve lasting financial security. We do this by offering competitive products, tools and guidance to help you navigate every stage of your financial life.

We’re excited to welcome our more than 160,000 Members from our successful merger with Schools Financial Credit Union. Welcome to this issue of Report Card. Our objective with Report Card, eReport Card and our Extra Credit financial education website is to help Members be knowledgeable financial consumers. Inside you will find stories, tips and infographics to help you and your family achieve your financial goals. Together, we can accomplish remarkable things.

Many of you have shared with us how we’ve helped you overcome setbacks and work toward a better sense of financial well-being. A story featured in this issue illustrates one Member’s journey to financial security. Six years ago, Sheela came to us for assistance at the urging of another Member, who knew we would help when other financial institutions turned her away. Sheela shares how sitting down with our Member Service Representative and participating in our products and services helped her overcome a financial crisis and rebuild her life. We hope Sheela’s story will encourage you to pursue your own financial freedom, along with your dreams.

If you don’t know exactly how to get started establishing important short- and long-term financial goals, contact us. We are here for you. Another resource we encourage you to seek out is our newest financial partner, GreenPath Financial Wellness Services. GreenPath is committed to helping Members focus on areas that are a hindrance to their financial security. If you’re struggling with debt, want to raise your credit score, develop money-management skills, and save for the future and emergencies, GreenPath offers one-on-one financial counseling and educational tools that can really make a difference in your life.

We hope you will turn to us whenever you have questions or need advice. Whether this is the year you want to buy a home, get out of debt, boost your retirement savings or create an estate plan to protect your loved ones, give us a call, visit a local branch or schedule a complimentary one-on-one with a financial advisor. Know that your success is ours, too.

It’s an honor and privilege to serve you.

Bill Cheney | PRESIDENT/CEO

Real Member, Real Savings

Sheela will be the first to admit she wasn’t keen on paying a visit to SchoolsFirst FCU back in 2014. Going through a rough patch financially, she’d been turned down by other institutions when trying to refinance some properties and wasn’t up for another rejection. Fortunately, she had a friend who was a SchoolsFirst FCU Member who wouldn’t take no for an answer. And that was the turning point for Sheela.

“There are no words that can express my gratitude for SchoolsFirst FCU. I had an incident in my life which caused my credit score to stumble,” Sheela says. “Not many credit unions wanted to give me an opportunity to refinance my home and also to get a loan on my car.”

Although her credit score was at an all-time low due to circumstances beyond her control, the Credit Union looked beyond that temporary drop and saw a Member worth taking a chance on.

Refinancing her homes through the Credit Union allowed Sheela to take advantage of lower interest rates and financially help her kids in college. She also took advantage of other resources to help her achieve her financial goals, including going back to school and earning her doctorate degree.

In addition to shoring up her finances, Sheela has been able to help her three children graduate college debt-free. She says the Credit Union has played a vital role in helping her teach them how to live financially responsible lives.

“For my kids to be a part of SchoolsFirst FCU, a trusted financial institution, is remarkable,” she says. “I allowed my children to develop a relationship with the Credit Union on their own, and so now it’s just second nature for them.”

Sheela says in the six years since she joined SchoolsFirst FCU she feels as though her life has transformed in the best ways possible. Her credit score has gone up 200 points, and she feels more financially secure than ever.

“SchoolsFirst FCU has changed my life. Behind the credit score was a story, and SchoolsFirst FCU listened, and they believed in me.”

Sheela H. | Member Since 2014

GIVING BACK TO OUR COMMUNITIES: People Helping People

On Presidents Day, 2,400 teammembers joined forces to give back to two charitable organizations in the communities SchoolsFirst FCU serves. Teammembers assembled 750 school-supply backpacks with messages of encouragement as part of Community HeART, a program that creates artwork to brighten children’s lives in schools, communities and hospitals. For the Jessie Rees Foundation, teammembers assembled 4,000 “Joy Jars” for kids actively fighting cancer. Each jar is age- and gender-specific, and filled with toys and activities to help encourage children fighting cancer.

86th Annual Meeting Of The Membership

MAY 19, 2020, AT 5:30 P.M.
15442 Newport Ave., Tustin, Calif.

The Annual Meeting of the Membership will include highlights of the past year and insights for the year ahead. Results of the vote for nominees to the board of directors election will be announced.

If you plan to attend, please RVSP by calling 800.462.8328, ext. 8040, Monday – Friday, 8 a.m. – 5 p.m.

Visit schoolsfirstfcu.org for more information
Have You Shared The Good News About The Benefits Of Membership?

We encourage you to invite eligible co-workers and family to join the SchoolsFirst FCU family. Once they join, they'll enjoy better savings rates, low to no fees, products designed to meet their unique needs and guidance from professional advisors to help them make the most of their money.

A Special Invite

IT'S TIME TO SHARE THE GOOD NEWS WITH FAMILY MEMBERS AND FRIENDS.

School Employees: Open to employees of eligible public or private schools, community colleges, colleges, universities and school districts throughout California.

Retired School Employees: Must be retired from an eligible school and receiving a pension or annuity such as CALSTRS or CALPERS.

Family Units: If you're living with your partner, boyfriend or girlfriend for the purpose of establishing a family unit, they're eligible for membership.

Inviting Eligible Co-Workers And Your Family Members To Join Today.

They can visit a local branch or join online.

SchoolsFirst Federal Credit Union Members can get $200 cash from Sprint

As a Member, you get $100 per line on up to two lines when you switch to Sprint on Unlimited Plus or Premium. Plus, $100 Annual Loyalty Reward, 25% off select accessories in Sprint Stores, and the Sprint 100% Satisfaction Guarantee.

Claiming Your Cash Reward Is Easy.

SWITCH TO SPRINT BY VISITING: https://sprint.lovemycreditunion.org/sprintrewards

Cash rewards will be deposited directly into your Credit Union account within 8-10 weeks.

We're Here For You

Go Online schoolsfirstfcu.org

Find Us Visit schoolsfirstfcu.org/branches or use our Mobile Banking app to find a branch or ATM near you.

TellerPhone 800.540.4546

Download Our Mobile Banking App Available in the Apple App Store and Google Play.

ATM Locations Visit our website or Mobile Banking app for a complete listing of more than 28,000 fee-free ATMs.

Switch to Sprint

MEMORIAL DAY

Memorial Day

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Go Online schoolsfirstfcu.org

Call Us 800.462.8328

Monday – Friday, 7 a.m. – 7 p.m.

Saturday, 9 a.m. – 3 p.m.

Find Us Visit schoolsfirstfcu.org/branches or use our Mobile Banking app to find a branch or ATM near you.

TellerPhone 800.540.4546

Download Our Mobile Banking App Available in the Apple App Store and Google Play.

Emergency After-Hours Card Support Available 365 days a year from 5 a.m. to midnight.

Holiday Notice

In observance of this holiday, our branches, in-store branches, service centers and Member Contact Center will be closed.

Monday, May 25

Memorial Day

1. Source: CNBC 2. Securities sold, and advisory services are offered through CUNA Brokerage Services Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor. CBSI is under contract with SchoolsFirst FCU to make securities available to Members. Not NCUA/NCUSIF/FDIC insured, may lose value, no financial institution guarantee. Not a deposit of any financial institution. CUNA Brokerage Services Inc. is a registered broker/dealer in all 50 states of the United States of America. 3. CA Insurance License 0I19344. 4. All loans are subject to approval. 5. Limited time offers. Activ. Fee: Up to $30/line. Credit approval req. Cash Reward Offers: Phone lines only w/ 1 line on Unlimited Plus or Unlimited Premium plan. Avail. for eligible credit union members & member employees. 1000/min, max 2 lines. Req. activ. at point of sale. Excl. prepaid & ports made between Sprint or related entities. Limit 1 Sprint Perks Corp ID per acct. No add’l. discounts apply. Loyalty Reward: $100/acct./yr. when acct. remains active and in good standing each yr. Transfer Reward: Existing Sprint customers who validate or transfer to the Sprint Cash Reward Program are eligible for a $100/acct./yr. deposit on 12 mo. anniversary. Deposit: Cash Reward issued by CU Solutions Group. Sprint acct. must remain active and in good standing for 31 days to receive Cash Reward. Cash Reward must be deposited to your Credit Union acct. If the Cash Reward does not appear after 10 wks., visit lovemycreditunion.org/reward-tracker. Satisfaction Guarantee: Call us to deactivate & return to place of purch. with complete, undamaged phone/device & receipt w/in 30 days of activ. We’ll refund your phone/device cost, svc. charges & activ. fee. Excl. Int’l. usage not incl. in plan, prem. content & 3rd party billing. We’ll refund your phone/device cost. Sprint dealer may impose add’l. fees. A $45 restocking fee may apply. Visit sprint.com/returns. Other Terms: Offer/coverage not avail. everywhere or for all phones/networks. May not be combinable with other offers. Accounts that cancel lines within 30 days of activating on promo pricing may void savings. Offer, terms, restrictions, & options subject to change & may be modified, discontinued, or terminated at any time without notice. Restrictions apply. © 2020 Sprint. All rights reserved. Sprint & the logo are trademarks of Sprint. Other marks are the property of their respective owners.