

**BOPTI Federal Credit Union 39th Annual Meeting and Dinner will be held on February 20, 2010.** The event will take place at the Old Ranch Country Club and will be a Casino Night theme. Come out and vote for your choice of representatives for the Board of Directors and have fun! Call now and make reservations!

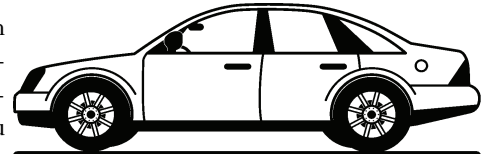
BOPTI FEDERAL CREDIT UNION

# BOPTI BULLETIN

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## CAR BUYING 101: NEGOTIATE YOUR BEST DEAL

We buy cars so we can get places quicker. But if you want to get the best deal on those new wheels, you'll need to slow down. Although a careful, calculated approach may seem difficult when your heart is throbbing, that new car smell is tantalizing your senses and you can't wait to get behind the wheel, it may save you thousands of dollars. A little patience will have a big payoff. Here are ten tips to get you started:



**HAVE WE GOTTA  
LOAN FOR YOU!**  
**Get a better deal at your CU**

1. Do your homework. Consult Web sites like [www.edmunds.com](http://www.edmunds.com), [www.carsdirect.com](http://www.carsdirect.com) and [www.autos.com](http://www.autos.com), as well as the annual auto issue of Consumer Reports. Use this information to narrow your choice.
2. Shop late in the month, when dealers are hoping to hit their sales goals. Shopping on a stormy day can be to your advantage, too.
3. If you are buying the vehicle jointly with a spouse or partner, settle any differences in private. Salespeople are adept at using a divide-and-conquer strategy, so you will want to have a unified front when you visit dealers.
4. **Get your pre-approved loan at the credit union**, but don't share that information with the salesperson. Dealers make money on their financing. If you indicate that profit center is not available to them, they will try to make it up on the price they charge for something else.
5. Test drive the car, but don't buy it that day. This not only shows the dealer you can walk away - a key element in your favor, but also helps keep your emotions in check.
6. Don't believe it when the salesperson tells you that because of a special incentive program or rebate that the price is as good as it gets. There's always room to negotiate.
7. Watch out for hidden fees.
8. Be careful of add-ons, like extended warranties or accessories.
9. Get everything in writing and read it all slowly and completely, before you close the deal.
10. If something doesn't feel right, walk away. There are lots of other cars to buy and lots of other dealers to buy from.

## TIPS ON PROTECTING YOURSELF AGAINST ID THEFT

Your credit union would like to help you guard against identity thieves. Here's what some experts recommend:

- \* If mailing personal checks, do not place them in your home mailbox. Mail them at the post office. This will prevent them from falling into the wrong hands.
- \* Make sure your computer is protected with anti-virus and anti-spyware. Remember to keep it updated.
- \* Buy a shredder. Shred any unneeded mail and documents that contain personal information. Spend a little more on your shredder purchase and buy a crosscut shredder.
- \* Change your passwords at least once a year, including your online banking.
- \* Pay attention to phishing schemes.
- \* Remember to check your credit report at least once a year.

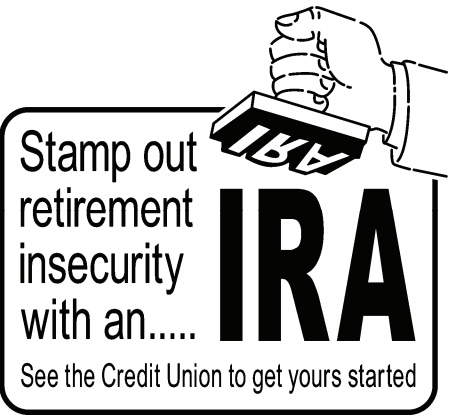
## Individual Retirement Accounts - Still a Smart Way to Save

The Great Recession took its toll on many retirement accounts. But that doesn't mean you should give up on saving for retirement. Saving money in a Traditional or Roth Individual Retirement Account provides a tax-advantaged way to set funds aside for the future. According to the Internal Revenue Service, you can set up and make contributions to a Traditional IRA if you (or, if you file a joint return, your spouse) received taxable compensation during the year, and you have not reached age 70 1/2 by the end of the year. You may be able to deduct your contributions to a Traditional IRA depending on your income, filing status, whether you are covered by a retirement plan at work, and whether you receive social security benefits.

You contribute after-tax dollars to a Roth IRA, but the earnings accumulate tax-free.

You can make contributions to your Roth IRA regardless of your age, but your modified adjusted gross income must be less than \$169,000 if you're married filing jointly or are a qualifying widow(er) or \$116,000 for singles or a head of household. For details, visit [www.irs.gov](http://www.irs.gov) and view Publication 590, or ask your tax advisor.

IRA contributions for 2009 must be made by April 15, 2010, but why wait? The sooner you get started, the sooner you will earn interest, so stop by the credit union to open your IRA today.



### Thank You!

We hope that when you stop by the credit union to make a deposit or to apply for a loan you'll always hear a "thank you" from the staff member working with you. But we'd also like to put it in writing! All of us at the credit union (the board of directors, volunteers, management, and staff) would like to express our appreciation to you for being a loyal member/owner. Your participation in the credit union is what makes us the safe and strong financial institution that we are. Thank you for your support. We literally would not exist without you: the only reason for our being is service to members. Remember, no matter where you are on your life's journey, we look forward to helping you achieve your financial goals in 2010 and beyond.

### Ready or Not: The Tax Man Cometh

April 15, 2010 is just around the corner so avoid that last-minute panic by getting the information you need to file organized now. Begin by labeling folders: one for income information (for example, W-2 forms and 1099 forms) and one for deductions (real estate tax bills, charitable gifts, mortgage interest). Also mark a folder for other information, such as the receipts for any energy efficiency improvements you made that qualify for a tax credit or a deductible contribution to a Traditional IRA. As forms from the credit union, any brokerage firms and other financial institutions arrive in the mail, put them in your income folder along with the tax information from your employer. Go through your checkbook register, credit card statements, and other receipts to look for your deductible items. Gathering the information over time means that when you are ready to tackle your taxes you will experience less stress. You'll have everything at hand. You can crunch the numbers faster if you do the taxes yourself or have a neat package ready for your tax advisor.



### Rates Paid for 4th Quarter 2009 and Projected Rates for 1st Quarter 2010

Account Balance	IRA Rate	IRA APY	Share Rate	Share APY	Share Draft Rate	Share Draft APY
\$25.00-\$4,999.99	2.85%	2.88%	2.00%	2.02%	0.75%	0.75%
\$5,000-\$9,999.99	3.20%	3.24%	2.125%	2.14%	1.25%	1.26%
\$10,000-\$24,999.99	3.55%	3.60%	2.25%	2.27%	1.75%	1.76%
\$25,000-\$49,999.99	3.90%	3.96%	2.50%	2.52%	2.25%	2.27%
\$50,000-\$99,999.99	4.25%	4.32%	2.75%	2.78%	2.25%	2.27%
\$100,000 and above	4.25%	4.32%	3.00%	3.03%	2.25%	2.27%
Club Accounts	n/a	n/a	2.00%	2.02%	n/a	n/a

### Holiday Closures

January 1, 2010	New Years Day
January 18, 2010	Martin Luther King Day
February 15, 2010	Presidents Day