

Langley Today

SPRING 2019

BORROWING MADE
EASY



Langley 
Federal Credit Union

Should You Do A
Balance Transfer?

Auto Loans
Made Easy

Looking For
Your First Home?

DID YOU KNOW?

Langley now has 20 branches in the Hampton Roads area! With 9 branches located on the Southside, we offer even more convenience for our members than ever.

Our branches continue to provide excellent service, convenient drive thru availability, 24-hour ATM access and operating hours that beat the competition. Most of our branches are even open until 3:00 pm on Saturdays! This gives you the flexibility to conduct financial transactions at a time that's convenient for you.

We're excited to share our two newest branches with you. We have one branch on Old Dominion University's campus in the Webb Center and one located at 2701 Hampton Blvd in Norfolk. Both branches offer updated technology, convenient access and familiar friendly faces.

Stop by any of our locations and chat with a service representative to answer your financial questions.



A CREDIT CARD THAT PAYS YOU 5%?

Langley's Cash Back VISA credit card pays you every time you use it. In 2018, Langley paid Cash Back cardholders an amazing \$750,000, with each member averaging \$30 back each month.

When you use your Cash Back VISA card, you receive 3% back on gas purchases, 2% on groceries/wholesale club purchases and 1% on all other purchases.

Last August, we began offering 5% cash back each month on specific product purchases. Previous 5% categories included back-to-school items, home improvement, gas, dining, and grocery purchases. At the end of each month, the cash back rewards are deposited in your Langley savings account. Members opt into this program on a monthly basis via email and each month the 5% product category changes.

Curious to see what category is next?



AUTO LOANS MADE EASY

What are your priorities when searching for a vehicle? New or used, leasing or buying? Langley has financing options for both new and used vehicles. Whether you are purchasing from a dealer or privately from another owner, let Langley handle your auto financing needs.

You'll enjoy making payments at your convenience through online and mobile banking, plus get 10% back on interest when you make timely payments through your Langley checking account.

Visit a branch or go to LangleyFCU.org to start your car buying journey today!



83RD ANNUAL MEETING

Langley's 83rd Annual Membership Meeting will be held on Wednesday, April 24, 2019 in the Concert Hall Lobby at the Ferguson Center for the Arts on the campus of Christopher Newport University, 1 Avenue of the Arts, Newport News. Doors will open at 4:00 p.m. A member reception will precede the business meeting, which begins at 5 p.m. Parking is available in the public lot adjacent to the Ferguson Center. Directional signs leading to the Annual Meeting will be outside the main entrance to the parking area and the Concert Hall. Light refreshments will be served. RSVP by April 17 to marketing@langleyfcu.org or call 757-827-5328.

For more information or to apply for any product mentioned in our newsletter:
Visit the branch nearest you, call us at (757) 827-5328 or go to LangleyFCU.org.



Great Rates to Grow Your Savings

Platinum Money Market

up to **2.02% APY***

*Annual Percentage Yield. Dividends are calculated by the average daily balance. Earn 1.26% APY on average daily balances above \$25,000.00, 1.51% APY on average daily balances above \$100,000.00, and 2.02% APY on average daily balances above \$250,000.00. No dividend will be earned in any dividend period if the average daily balance is below \$25,000.00. Dividends compound monthly. Rates subject to change.



Langley
Mortgage 

When you're ready to buy your new home.

STUDENT LOAN REFINANCE - SIMPLIFY YOUR LIFE, AMPLIFY YOUR FUNDS!

Repaying student loans is never a fun task. It's possible you could have numerous loans with varying interest rates from different lenders, requiring you to make multiple payments. If you are in a grace or repayment period on one or more private or federal student loans, Langley can make your loan repayment less stressful.



With our Student Choice Refinance solution, you can refinance and consolidate your existing student and PLUS loans^[1] into one convenient loan with a local lender you can trust – Langley!

Refinancing can be great if you:

- Pay high interest rates on your loans
- Have multiple private student loans and/or high rate federal loans
- Have good credit history or a strong co-signer

To learn more about our Student Choice Refinance solution, or to apply online, visit LangleyFCU.org

[1] Remember, if you refinance federal student loans, you may lose certain borrower benefits from your original loans. These may include interest rate reductions, principal rebates, or some cancellation benefits that can significantly reduce the cost of repaying your loans.

LANGLEY'S HOME EQUITY LINE OF CREDIT (HELOC)

Owning your home has many benefits, including the ability to borrow against your equity when the need arises. You can borrow against it to make home improvements, pay for special events, travel, or pay down other forms of debt.

How Does it Work?

Langley offers both fixed rate and variable rate HELOC products. Our fixed rate HELOCs are available in 7, 12 and 17 year terms. During the first two years, you only pay interest on the money that you withdraw.

The variable rate HELOC has a 40-year term with a 20-year draw period. With this product, you pay 1% of the balance on any money you use during the draw period. After the draw period closes, you make a fixed monthly payment of principal and interest for the duration of the term.

To learn more about Langley's

HELOC products, visit

LangleyFCU.org/home-equity to

experiment with the calculators online and see how useful a HELOC can be.

When you're ready to get started, visit your local branch to determine which HELOC is best for you.

LangleyFCU.org/about-locations



INVESTING IN OUR YOUTH THROUGH EDUCATION



In addition to Langley's belief in giving back to our community through the support of local non-profits, Langley Federal Credit Union is also committed to investing in our youth through education. In 2018 alone, Langley invested over \$60,000 into education in the Hampton Roads area. Those funds were given through both scholarship opportunities and Teacher Mini Grants.

Langley awarded scholarships to 10 students through the following scholarship funds: Langley's Jean Yokum Scholarship, Christopher Newport University's Luter School of Business Scholarships, and Hampton University's Business School Scholarships. In 2019, Langley will also partner with Old Dominion University to offer scholarship opportunities to their students.



"I will forever be grateful to Langley Federal Credit Union for allowing me to better myself as a student and young woman at Hampton while being one of their scholarship recipients." - Mykela Moore Freshman, Business Administration, Hampton University

To support innovation in the classroom, \$500 mini-grants were awarded to 30 teachers in the Hampton Roads community to support their 2018 classroom initiatives. Both projects and geographic areas were diverse and ranged from field trips for students with Autism Spectrum Disorders to take-home interactive family learning projects to get the whole family involved in reading and spelling fun!



"This amazing grant from Langley has provided the opportunity for me to take my disabled students on several educational outings, and to do so successfully with the needed volunteers and chaperones. They have had the chance to experience all that their non-disabled peers have experienced, and to do so successfully while enjoying every minute of the trips. These experiences are varied and innovative as they allow me to take the students from the sterile classroom, out into the real world where real things happen. I extend my sincere gratitude to the folks at Langley Federal Credit Union for selecting us as recipients for this grant. Without you, we would not be as successful in our mission to educate this population of students with Autism Spectrum Disorders."

- Sabrina Miles Ph.D., Gildersleeve Middle School, 2018 recipient of a Langley FCU Teacher Mini-Grant

To learn more about Langley's educational support and scholarship offerings, please visit LangleyFCU.org/community/scholarships

SCHOLARSHIPS AWARDED

\$45,000

MINI-GRANTS AWARDED

\$15,000

MAKING A DIFFERENCE
IN HAMPTON ROADS

Langley 
Federal Credit Union

Langley Federal Credit Union has a long history of community involvement and charitable giving, dating back to the founding of the credit union in the 1930's.

Langley 
For Families

The Langley for Families Foundation was launched in 2014 to support causes and charities benefiting children and families.

In 2018, Langley Federal Credit Union and the Langley for Families Foundation combined to give over \$870,000 to over 100 worthy non-profit organizations in the Hampton Roads community.

LOOKING FOR YOUR FIRST HOME?

Are you thinking about making that leap into your first home? There are many things to consider as you prepare for this important decision. The good news is that Langley is here to help.

Plan for the Unexpected

No one likes to think that their “new home” will come with any unpleasant surprises, but it’s better to be safe than sorry. Houses need ongoing maintenance and repairs - from little things like an appliance breaking to bigger issues like a plumbing problem. Maintaining an emergency fund will help you manage these unexpected issues. We suggest that three to six months of expenses is a good number to aim for when building your emergency fund.

Another way to protect yourself is to consider a Home Warranty program. These annual service contracts cover the repair or replacement of appliances and other systems like your heating or air conditioning. They are easy to obtain, and worth considering with your new home.

Bigger Isn't Always Better

When you are starting out, you might be tempted to aim high - after all, bigger is better, right? Just remember this common saying: ‘bigger houses come with bigger bills.’ Your first home is rarely your last so ease into the experience with something that you can afford on your current income.

Location, Location, Location!

Is the neighborhood safe? How good is the school district? What’s the traffic like? Is there convenient shopping nearby? All of these questions are important to consider when you start looking for homes. If the answers are positive, you will be happier and when the time comes, it will be easier to sell your home.

Where Do You Start?

Begin by giving Langley a call. Our mortgage professionals are here to make your first home purchase a success. And, our HomeSaver program is designed specifically for the first-time home buyer. With HomeSaver you receive:

- 100% financing with no Private Mortgage Insurance (PMI)
- \$1,000 bonus cash back at closing*
- Langley’s new Safe Shop Rate Lock. Lock in a low rate while you shop for a home. If rates drop, you get the lower rate!

Start your path to homeownership today! LangleyFCU.org/homesaver

*To participate, members must have not previously owned a home. Upon completion of the program, eligible members may lock in today’s interest rate for 90 days. A contract must be presented within 60 days and closed by day 90. The loan options are the 5/5 ARM, 10/5 ARM, and 30 Year Fixed. Maximum loan amount is \$350,000. Gifts will only be allowed if applied to the down payment to reduce the loan amount. Cash back includes origination fee and appraisal fee not to exceed \$1,000.



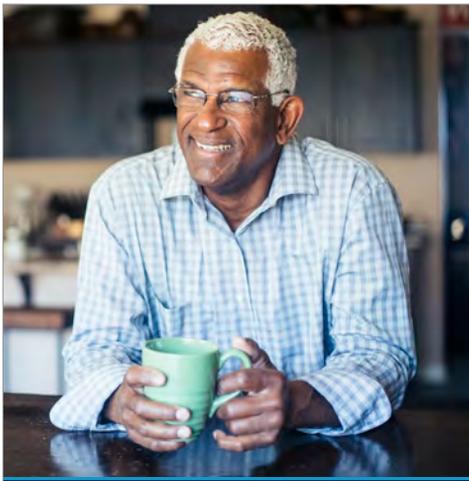
SHOULD YOU DO A BALANCE TRANSFER?

Carrying a balance on a high interest credit card can be a frustrating and expensive situation. Big banks and retail credit cards typically charge very high interest rates on their cards, resulting in high minimum payments each month that take forever to pay off.

Take control of your debt by transferring your credit card balance to Langley today. With a low promotional rate of 1.99%^[1] and no annual fees, take the time you need to pay off your current credit card debt.

[1] The promotional 1.99% variable APR applies to balance transfers between April 1, 2019 and May 31, 2019. A balance transfer fee of 3.00% of the amount of each balance transfer applies to transactions posted to your account from April 1 – May 31, 2019. New purchases, cash advance and balance transfers after May 31, 2019 will be at the regular card rate. Your APR will be determined based on credit worthiness and will range from 9.25% - 18.00% APR. Subject to credit approval. Any balance transfers processed after the promotional period will incur finance charges at the card’s standard rates of 9.25%-18.00% APR**. Payments will be applied to any balance at the lower rate before being applied to balances at the card’s standard rate. If your payment exceeds the minimum payment due each billing period, we will apply the excess payment to balances with the highest APR before applying the excess payment to balances with the lower APR. The promotional APR for balances transferred will remain in effect for 12 months after which time any unpaid 1.99% balance transfers will carry your card’s standard rate of 9.25% -18.00% APR**. Offer applies to consumer credit cards only. **Rates as of 3/13/19.

For more information or to apply for any product mentioned in our newsletter:
Visit the branch nearest you, call us at (757) 827-5328 or go to LangleyFCU.org.



Earn More with Langley!

Get up to \$200
when you rollover or transfer
your IRA to Langley!

*Earn \$100 when you move a minimum of \$10,000, or earn \$200 when you move a minimum of \$100,000 from your IRA at another institution, through a transfer, rollover, or direct rollover. Both Traditional and Roth IRAs are eligible to transfer and/or rollover. The \$100 or \$200 will be deposited into your savings account once funds are received. Limited time offer.

WE WANT TO PAY YOU TOO

Ten cents back on every debit card purchase, plus refunds on your first two ATM surcharges each month—it's no secret that LangleyPays Checking is a sweet account. But just how sweet is it?

Last year, we paid our members over \$1M through LangleyPays Checking's rewards. Our most active users each got over \$84 back in their wallet. On top of that, our members got their paychecks direct deposited up to three days ahead of other financial institutions. It's no surprise that hundreds are flocking to LangleyPays Checking each month. We pay our members, and we want to pay you too!

Go to LangleyFCU.org, call us at 757-827-5328, or visit your local branch to open your LangleyPays Checking today^[1].

[1] Offer applies to members with a credit score of 600 or better depending on credit qualifications. Direct Deposit, Online Banking, and eStatements required. Limit one LangleyPays Checking account per member.



READY TO INVEST, BUT NOT SURE WHERE TO START?

To make wise investment choices you need to know about tax laws^[1], current and pending legislation, market and bond trends, and have a deep understanding of investing principles. For many people, committing that kind of time to research isn't possible. That's where Langley Investment Services can help.

With products available through Cetera Investment Services, an independent, registered broker-dealer, our experienced and registered team of Investment Adviser Representatives^[2] will work with you to create a personal investment strategy. We'll help you reach your financial goals—whether you are saving for retirement, funding a college education, or developing a well-rounded portfolio.

Give us a call us at 757-898-0089. We'd be happy to assist you with your investment, insurance, or wealth management needs!

[1] For a comprehensive review of your personal situation, always consult with a tax or legal Adviser. Neither Cetera, nor any of its representatives may give legal or tax advice.

[2] Investment Executives are registered to conduct securities business and licensed to conduct insurance business in limited states. Response to, or contact with residents of other states will only be made upon compliance with applicable licensing and registration requirements. The information in this website is for U.S. residents only and does not constitute an offer to sell, or a solicitation of an offer to purchase brokerage services to persons outside of the United States.

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NOT A DEPOSIT. NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY. INVESTMENTS ARE NOT NCUSIF INSURED MAY LOSE VALUE. NO CREDIT UNION GUARANTEE.



Make it easy to tackle any size project!

Fixed Rate HELOC
as low as 3.99% APR*

*The Annual Percentage Rates (APRs) are fixed rates with a LTV of 80%, and will not increase during the life of the loan. Rates and terms are subject to change without notice. Available to members with a credit score of 710 or better depending on credit qualifications. Credit is subject to approval. Some restrictions may apply. Property insurance, and if applicable, flood insurance is required. Possible tax advantages, consult your tax advisor.