

A FRESH LOOK AT  
***FINANCIAL  
SUCCESS***

***Langley***

Save, Borrow & Spend Wisely

WELCOME NEW LANGLEY MEMBERS |

YOUR DIGITAL BANKING UPGRADE IS HERE |

SAVE MONEY ON YOUR MORTGAGE |

DON'T GET CAUGHT UP WITH STORE CREDIT CARDS |

# WELCOME NEW LANGLEY MEMBERS

On April 1, we completed the merger between Langley and Virginia Beach Schools Federal Credit Union (VBSFCU). With the merger complete, we expanded our reach to more residents in the Southside area of Hampton Roads, welcoming the new members to our credit union family.

Our new members gained access to Langley's exciting mix of products, services, facilities, financial education resources, and technologies for managing their accounts.

With the addition of the two VBSFCU branches, all members have even more branch convenience! We can now serve you at any of our five branch locations in Virginia Beach, with a total of 21 branches located across Hampton Roads.

We're thrilled to welcome our new members as part of our vision to help everyone save, borrow, and spend wisely.

## GET A *Second Chance* ON YOUR CAR LOAN

When you refinance with Langley, you'll -

- Make no payments for the first 60 days
- Get cash back when paying your loan<sup>[1]</sup>
- Potentially lower your monthly payments, saving you hundreds of dollars



[1] Langley's interest rebate program is applied to auto, boat, personal, recreational vehicle loans and personal lines of credit opened on or after April 1, 2018. Each month, 10% of the interest paid on your qualifying loan will be deposited into your active Langley savings account. To qualify, you must make timely, self-directed payments through an active Langley checking account. Self-directed payments include automatic transfers set up in-branch or in Online Banking and payments you transferred from your Langley checking account through Online Banking. An active checking account includes any Langley checking account where there are regular monthly deposits and withdrawals.

# YOUR DIGITAL BANKING UPGRADE IS HERE

We hope you love your new online experience as much as we do. The modern look offers an enhanced experience that is the same whether you're using your desktop or the mobile app. The upgrade gives you access to all your accounts in one place. Your digital banking experience matters to us - so we've added new features and benefits that will make your banking life simple and easy! Some of the amazing new features include:

- Credit and debit card controls
- Loan payments using a debit card
- Access to E-statements
- Simple and clean layout
- And so much more!

See all you can do with digital banking today!  
[LangleyFCU.org/new-digital-banking](https://LangleyFCU.org/new-digital-banking)

## Smart Checking

- ✓ **NO Minimum Balance!**
- ✓ **NO Monthly Fees!**

Learn more at:

[LangleyFCU.org/checking-smart-checking](https://LangleyFCU.org/checking-smart-checking)

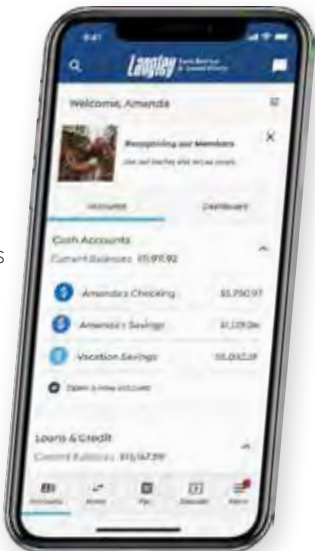


## SAVE MONEY ON YOUR MORTGAGE

A home is one of the biggest investments you can make for your future. More than that, it's a place to build a family, relax after a long workday, and sleep safely. Once you purchase your dream home, you'll spend the years enjoying the memories you make. As the years pass, you may notice you are in a different place financially than you were when you first purchased your home. Refinancing could help you change different aspects of your mortgage to better suit your new situation.

**Secure a better interest rate through refinancing.** By locking in your new rates before they increase, you can save more money and not worry about your rate increasing again!

**Pay your home off sooner.** Thirty years is a long time. By refinancing, you could shorten the term of your loan and erase that mortgage payment sooner than you ever thought possible. Refinancing could be the right choice for you. Our streamlined, quick-approval process makes getting approved simpler than ever. To learn more, visit [LangleyFCU.org/mortgage-refinance](https://LangleyFCU.org/mortgage-refinance)



# THREE WAYS A REAL ESTATE AGENT CAN HELP YOU

Looking at real estate apps and websites can lead anyone to fantasize about buying a new home. At every turn, you'll get a new notification on a house just listed in your area. Then, when you call the listing agent, they may have no open appointments, or the property already has multiple offers. House hunting on your own can be stressful.

**Let a trusted professional help.** A real estate agent can help guide you in your search for a new home. Not only do they take the guesswork out of buying a house, but they know how hard it can be to do it alone. Here are three ways a realtor can help you find that forever home.

**1. Time and resources to search the area.** You could spend hours of your day searching for houses in the ideal location, with the perfect number of bedrooms and that en-suite you want so badly. But how many hours will that detract from the important moments in your day-to-day life? For a realtor, their job is to find you the perfect house and schedule a viewing that fits in your busy life.

**2. Knowledge and understanding of the process.** Your realtor will have experience looking past the exciting prospect of a new home by helping you notice potential problems. Structural issues and code violations might not be apparent at first, but realtors are trained to spot areas that could cost you. They can also envision areas of a home that will be a great future investment.

**3. Negotiate on your behalf.** Sellers will often overprice a house. With a trusted realtor, you will know how much the house is worth and how much the seller may be likely to reduce the price.

With the current housing market and your desire to buy a new home, a real estate agent can be a helpful resource. We offer amazing perks when you partner with one of our trusted real estate agencies. Go through a smooth and easy mortgage process and even receive a rebate on the sale price of your home by using one of our partner realtors. To learn more, visit online at [LangleyFCU.org/real-estate-services](http://LangleyFCU.org/real-estate-services)

## YOUR NEXT BIG ADVENTURE

Traveling can be a great way to spend your vacation time and holidays, whether with friends, family, or on your own. The costs, however, for a three-day weekend trip in the U.S. can add up quickly. From flights to entertainment, you should analyze where your money is going and whether it is worth the price. Here are some average costs for a domestic weekend vacation per adult:

Round-trip flight	\$400
Hotel and Lodging	\$500
Rental Car	\$400
Food	\$200
Excursions	\$400
Grand Total	\$1,900

With vacation costs on the rise, you may need extra funds to help pay for your next big adventure. That's where we come in. We offer personal loans and lines of credit with same-day funding, no origination fees, terms up to 96 months, and lower rates than our competitors. And, with a Langley loan, you can earn 10% of the interest paid monthly back into your savings when you pay through your active Langley checking account<sup>[1]</sup>. We don't want you to miss out on a memorable vacation. Experience a fun-filled holiday with a Langley Extra Personal Loan or Extra Line of Credit.

Visit [LangleyFCU.org/personal-loan](http://LangleyFCU.org/personal-loan) to learn more.

[1] Langley's interest rebate program is applied to auto, boat, personal, recreational vehicle loans and personal lines of credit opened on or after April 1, 2018. To qualify, you must make timely, self-directed payments through an active Langley checking account. Self-directed payments include automatic transfers set up in-branch or in Online Banking and payments you transferred from your Langley checking account through Online Banking. Active Langley Checking Account includes any checking account where your payroll is deposited and pay monthly expenses. Cannot be combined with any other offers.

## DON'T GET CAUGHT UP WITH STORE CREDIT CARDS



When you are standing at the cash register at a chain store, it is almost inevitable that the salesperson will make a pitch for you to sign up for a store card. It is easy to be tempted by the discount, but a store card is not a coupon. Before you get one, it is a good idea to consider the following factors:

**Look beyond the same-day discounts.** It's great that you're offered an extra 10% to 20% off your first purchase, but that doesn't mean it will happen every time, so check to see what other perks you receive. If you can get extra coupons by signing up for the email list, it may not be worth it to get the store card.

**Watch out for your interest rate.** One of the downsides of store cards is that the interest rate tends to be higher than regular credit cards—20% or higher is common.

**Don't get a card from a store you only shop at once a year.** On the other hand, if you go to the store all the time and have difficulty controlling your spending there, getting a store card may only add fuel to the fire.

**Take care of your credit score.** Frequently applying for different store credit cards can lower your credit score over time, which can cause you to have a difficult time securing a loan for a car or a home.

Store cards have many downsides compared to credit cards, such as higher interest rates, lower credit limits, and limited places where they can be used. We believe you should have the best credit card that fits your lifestyle – no matter the circumstance. We offer low interest rates, higher rewards, and no annual fees, which gives you the spending power to use your card when you need it. Compare our Langley Visa cards now at [LangleyFCU.org/credit-cards](http://LangleyFCU.org/credit-cards)

# LANGLEY IN YOUR COMMUNITY

## LIVING THE LANGLEY EXPERIENCE BY SERVING WITH PRIDE

With approximately 650 local employees, Langley prides itself as an employer committed to creating an environment and culture where people will grow professionally and prosper. Langley employees make a difference in their communities by volunteering both individually and in organized activities.

HOURS VOLUNTEERED  
BY LANGLEY EMPLOYEES

2,500

a total value of \$71,350 provided to agencies, according to the national value<sup>[1]</sup>.

At Langley, we know that together, we can make a difference. In the past year,

- Langley’s senior team **volunteered to serve on 21 nonprofit Boards of Directors**.
- During the holidays, Langley employee teams **adopted 111 foster children for Christmas** through Tidewater Friends of Foster Care.
- Employees **donated a total of \$50,000** to the Langley for Families Foundation, which was **matched 100%** by Langley Federal Credit Union.
- Employees hosted a food drive challenge that **raised 8,358 items** to benefit Samaritan House and the Virginia Peninsula Foodbank.
- **More than 100 employees volunteered** their time on Dr. Martin Luther King, Jr. Day at 13 different project sites across the region to benefit non-profit partners.
- Employees **collected nearly 300 Valentine’s Day cards to deliver** to healthcare workers at Riverside Regional Medical Center to “Share The Love.”

In 2021, **Langley for Families Foundation eclipsed the \$1 million milestone** in annual impact with donations to local causes. When combined with the philanthropic efforts of Langley Federal Credit Union, donations exceeded

\$1.5 MILLION

to 133 different organizations that provide healthcare, housing and human services, safety and security, and education services.



[1] Independent Sector calculates the national value of one volunteer hour at \$28.54 as of April 2021, [independentsector.org](https://www.independentsector.org)



# INVEST IN YOUR FUTURE

WITHOUT LOSING ACCESS TO YOUR MONEY



OPEN YOUR  
MONEY MARKET ACCOUNT TODAY!

## YOUR HOME, WORKING FOR YOU

Spring is in the air and that means project season. Building a home addition or adding a deck can be a pricey endeavor. Funding with your own hard-earned wages can make a stressful renovation even more stressful. That's where a home equity line of credit can help.

**What is a home equity line of credit?** Often referred to as a HELOC, home equity lines of credit provide a pool of money that you can borrow from to pay off expenses, large or small. To do this, the line of credit is based on the equity of your home, and your home is used as the collateral for the credit.

**Let your home work for you.** You can fund any project with a HELOC. Increase the value of your home with a new kitchen renovation, beautiful back deck, or in-ground pool. Make memories with the family by going on that big vacation you've been talking about. Or, pay for upcoming expenses, like a wedding, college tuition, and more! A HELOC is a great resource to finance your projects.

**Whatever you need, we have you covered.** Our low fixed-rate HELOCs provide you peace of mind that will never leave you worrying about increasing interest rates. We even allow you to pay only your interest during the two-year draw period, so you can continue to draw on your home's worth without needing to pay off the loan in full. Visit [LangleyFCU.org/home-equity](https://LangleyFCU.org/home-equity) to get started.

## BANK SMARTER, NOT HARDER

A free checking account is one of the best steps to getting on the right foot financially! While many financial institutions are adding fees, we find ways to provide our members with checking accounts that don't have endless requirements and fees attached. Free checking may be easy to offer, but we go one step further by offering qualifying members early paycheck deposits - up to three days early! With no monthly fees and no minimum balance, you can bank smarter, not harder.

Everyone can benefit from a free checking account, whether you are teaching your teen how to spend and save wisely or looking for an account to grow your finances at no cost. The Smart Checking account gives you access to a free debit card, free mobile banking, free online bill pay, and free eStatements. Enjoy simple and easy banking with our Smart Checking account.

## THREE MYTHS ON REFINANCING STUDENT LOANS

There is endless information available about student loan refinance, but some borrowers may still be confused about the process and their options. Here are three common student loan refinance myths debunked.

**1. I have to refinance all of my student loans.** While you typically can refinance and consolidate all of your student loans into one new loan, you don't have to! You can choose which loans to roll into your refinance and continue making regular payments on any you exclude.

**2. I can only refinance my federal student loans with the federal government.** The U.S. Department of Education offers a consolidation program<sup>[1]</sup>, which combines multiple federal student loans into a single payment. However, you may also be able to refinance your federal student loans with a private lender like Langley.

**3. Once I have refinanced my student loans, I cannot refinance again.** Even if you have previously refinanced or consolidated, you may wish to refinance again to lower your interest rate or change your loan terms.

Right now, Langley is offering no interest and no payments for 3 months<sup>[2]</sup> when you refinance! Take control of your student loans today.

Visit [LangleyFCU.studentchoice.org/simplify](https://LangleyFCU.studentchoice.org/simplify)

[1] The CARES Act was passed in response to events related to the Coronavirus pandemic and includes broad relief measures for federal student loan borrowers. If you are considering refinancing your federal student loans, please make sure to review these measures at [studentaid.gov/coronavirus](https://studentaid.gov/coronavirus) to understand your options. Please remember that federal loans do offer certain benefits and protections that do not transfer to a private loan. By refinancing your federal student loans to a private loan you will lose any federal benefits that may apply to you. [2] To qualify, the loan application must be started between 1/12/22 and 07/31/22 and the selected repayment term must be 15 years or less. Upon disbursement of your refinance loan, no payments will be required and no interest will accrue during a three-month promotional period. After this three-month promotional period ends, this loan requires full payments of principal and interest. The credit union reserves the right to modify the terms of this offer at any point in the future for new applications.

## HOME OWNERSHIP MADE EASY

Buying a home for the first time can be scary. With Langley, first time home buyers can receive benefits to make it easy:

- 100% financing with no down payment required
- No Private Mortgage Insurance (PMI)
- Competitive interest rates
- Earn a rebate up to \$3,750 by using Langley Real Estate Services<sup>[1]</sup>

[1] Offer only available in Hampton Roads. This rebate is for those who are not yet working with a realtor within the limited service area of Hampton Roads MSA. You must register at [LangleyFCU.org/real-estate-services](https://LangleyFCU.org/real-estate-services), prior to engaging a realtor, to receive the rebate. Conditions apply. The Rebate Offer is only open to new clients of our Realty Partners without a current or pre-existing relationship with the brokerage or agents of the brokerage. Once you register you will be contacted by our Realty Partner to confirm you qualify for the Rebate offer. The Rebate Offer may not be combined with other offers or incentives. The Rebate Offer is subject to change without notice.

# MAXIMIZE YOUR RETURN WITH A MONEY MARKET ACCOUNT

Depending on your goals and financial situation, you may have trouble deciding which type of savings account is right for you. While it is common to open a traditional savings account when creating financial goals, it may also be beneficial to consider a money market account.

A money market account is a type of savings account where your money earns dividends, also known as interest, based on the current markets. Money market accounts provide higher return rates than your average savings accounts, which increases your potential to save. Most banks require a high minimum deposit and limited deposits and withdrawals, making it harder for those with little savings to invest. We want all our members to experience the benefits of a money market account, which is why our accounts require a lower minimum of \$100. Unlike other financial institutions, we offer unlimited deposits and withdrawals, so you always have access to your money. Plus, our accounts can also be used as an additional source of overdraft protection for any Langley checking account.

Invest in your future without losing access to your funds – open your Langley Money Market account today! Learn how to reach your financial goals at [LangleyFCU.org](http://LangleyFCU.org)

# PLAN FOR THE FUTURE

As you travel on the journey of life, you'll potentially build up an estate that one day your loved ones will inherit. These details are all handled in your estate plan. An estate plan acts like a roadmap for your heirs by providing directions on how to settle your financial and personal affairs while ensuring your wishes are being honored. Taking the time to educate yourself about the estate planning process now can mean the difference between clarity and confusion later. Below are a few steps to take while estate planning:

**Create A Will.** A Will allows you to dictate who you want to receive your assets, possessions, and properties, and it allows you to name guardians for your children.

**Make a List of Your Current Assets and Debts.** Provide an easy reference for your surviving family members with a list that shows all banking, retirement, and investment accounts with their numbers, locations, and values. Include debt from credit cards or loans.

**Update Beneficiary Designations.** Many accounts, such as those for retirement and insurance policies, transfer to the named beneficiaries immediately upon your death. It's critical that you review these beneficiaries annually to ensure the proper person is inheriting your wealth.

**Communicate Your Plan with Your Loved Ones.**

Lastly, let your heirs know about your wishes for your final arrangements, including any charitable donations you'd like made.

Estate planning is a complex process with many factors to consider. Contact us with any questions you may have to begin mapping out your own estate plan today at [LangleyFCU.org/investments/estate-planning](http://LangleyFCU.org/investments/estate-planning)

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# BALANCE SPRING WEBINAR SERIES



We have multiple options to help our members bank affordably while making financially smart decisions. We offer a free financial education tool that, as a member, you have access to 24/7. With webinars, videos, articles and many other resources, this is a great way to get on the path to financial success. Check out the Spring Webinar Series topics below.

## APRIL

**On the Road to Riches:  
The Basics of Saving and Investing**

Learn about savings strategies and tactics, investment tools, and how to develop an investment portfolio that works with your lifestyle and budget.

## MAY

**Retirement Planning: The Basics**

Learn how to harness the power of time, optimize investments to reach long-term goals, and understand how the economy and taxes can impact retirement dollars.

## JUNE

**Repaying Student Loans**

Student loans can put a heavy burden on monthly finances, sometimes rivaling the cost of a mortgage. We'll help you review the many options to repay these loans.

Access our Spring Webinar Series for free by visiting [LangleyFCU.org/community](http://LangleyFCU.org/community)

\*Webinars presented by our partners at BALANCE.

**SPRING INTO PROJECTS**

WITH A LANGLEY HELOC

TAP INTO THE EQUITY IN YOUR HOME TODAY!

[LangleyFCU.org/home-equity](http://LangleyFCU.org/home-equity)

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](http://LangleyFCU.org)