

# LangleyToday

SUMMER 2019

SAVE WITH

# LOW RATES



**Langley**

Save, Borrow & Spend Wisely

Private Mortgage  
Insurance - Just Say No!

Shop and Save with  
your Langley VISA

Introducing  
CardManager

# Langley Teams Up With Local Realty Company to Bring You garrett Mortgage!

Through our new partnership with garrett Realty Partners, scheduled to launch in August, Langley members can shop for a new home, receive a 0.50% rebate on their home purchase price, and secure a mortgage loan from garrett Mortgage. Because garrett Mortgage is powered by Langley Federal Credit Union, members receive the same great service, products and rates that you would expect from Langley.

For over 30 years, garrett Realty Partners has served Hampton Roads with their knowledge of the area, the innovations they've made in the real estate industry, their passion for helping people and the opportunities they provide to their clients and their agents.

By joining resources, garrett Realty Partners and Langley offer an even more expansive array of products and services to individuals looking for homes in the Hampton Roads area. garrett Mortgage, powered by Langley Federal Credit Union will offer a one-stop shop for those beginning their new home journey.

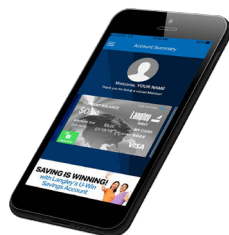
## Introducing Langley Card Manager

Control, monitor, and safeguard your credit and debit cards from the palm of your hand with Langley's new Card Manager app!

With this app, you can:

- Monitor recent and pending transactions
- Make credit card payments from your phone
- Lock and unlock your cards with the touch of a button
- Receive text notifications on transactions matching criteria of your choice
- Block all transactions matching criteria of your choice

All your information is safe and secure. Enjoy convenient management of your cards and download Card Manager from your App Store or Google Play app today!



## Save for Anything!

It's hard to plan your saving when all of your savings are piled into one account. How much of the money is for your next car; or the upcoming trip to the beach? At Langley, it's easy to know how much money you've saved for each occasion. Open as many savings accounts as you like, with no minimum balance, and personalize your account names in Online Banking.

**Ready for your next big trip?** Open a new savings account, name it after your destination, and start saving!

## Simple and Convenient Banking

True "free" checking is now harder to find. Big banks are adding more and more conditions to their so-called "free" accounts without providing you any real benefits for banking with them.

At Langley, our Smart Checking provides you with a better banking experience—one that's simple, convenient, and loaded with benefits.

Open your Smart Checking today and enjoy access to your paycheck deposits up to three days early. You will also get a free Debit Card, Mobile and Online Banking, online bill pay, and eStatements. With Smart Checking, there is **NO** minimum balance, and **NO** monthly fee. Come see just how simple and convenient it is to bank with Smart Checking.



## Let's Shred!

Come and securely dispose of all the old paperwork:

**July 13, 9:00 AM – 12:00 PM**

**Peninsula - Oyster Point Branch**

11742 Jefferson Avenue  
Newport News, VA 23606

**July 27, 9:00 AM – 12:00 PM**

**Southside - Sandbridge Branch**

2090 Princess Anne Road  
Virginia Beach, VA 23456

Look for the paper shredding truck provided by Stericycle. We look forward to seeing you there!



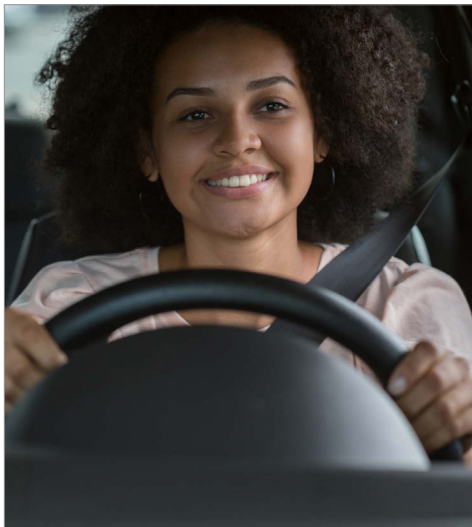
For more information or to apply for any product mentioned in our newsletter:  
Visit the branch nearest you, call us at (757) 827-5328 or go to [LangleyFCU.org](http://LangleyFCU.org).



Low Rates Help You Save!

Platinum Select VISA  
as low as **9.25% APR\***

\*APR = Annual Percentage Rate. The variable rate stated is available on approved credit and may be different as determined by the individual creditworthiness of each applicant. The maximum annual percentage rate for a Langley Platinum Select VISA is 18.00%. Rates current as of June 12, 2019 and are subject to change based on market conditions and borrower eligibility.



Lower your interest rate,  
payment or **BOTH!**

Refinance your vehicle with  
Langley and earn up to \$250\*  
on all qualifying loans.

\*Refinance loans \$10,000 through \$19,999 and receive a \$100 cash deposit. Refinance loans over \$20,000 receive a \$250 cash deposit.

## Summer is the Season for Auto Loans

With summer rolling in, it's a perfect time to start browsing for a new car.

Warmer weather makes it easy to check out all of the deals available in the Hampton Roads.

It's important to do your research on who offers the best bang for your buck. Once you've found the vehicle of your dreams, let Langley take care of the rest. Finance your auto loan with us and you can enjoy the convenience of making payments via Mobile and Online Banking, plus earn back 10% interest paid by making on time payments through your Langley checking account. Visit [LangleyFCU.org](http://LangleyFCU.org) or call us at 757-827-5328 for more information on how to get your vehicle financed through Langley.



## A Little Extra When You Need It

Summer time is here and that means summer break, backyard BBQs, family vacations, and the chance to travel. It's time to enjoy some fun in the sun and spend time with your loved ones.

At Langley, we understand that a little extra cash can go a long way. Our convenient Extra Personal Loan and Extra Personal Line of Credit options allow you access to funds when you need them. Plus, with the Line of Credit option, you only pay back what you borrow. Same day funding allows you to have the funds available in less than 24 hours.

Making payments is simple and easy through online and mobile banking, plus you get 10% back on monthly interest paid when you make timely payments to your personal loan through your Langley checking account.

## Shop and Save with your Langley VISA

Langley offers unique promotions tailored for every Langley VISA credit card holder. Each month, keep an eye out for an email featuring two merchants, the details of the

promotion, and the promo code that is used when making an online purchase through the merchant. Our featured merchants for July include Preferred Hotels/Fairmont Hotels and Chocolate Kingdom. Take advantage of these exclusive offers in three easy steps- Shop, Enter the Code, and Pay with your Langley VISA- it's just that simple! Visit [LangleyFCU.org](http://LangleyFCU.org) to see additional benefits for your Langley VISA credit card.



## Langley Mortgage

When you're ready to buy your new home.



# MAKING A DIFFERENCE IN HAMPTON ROADS

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.

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.

# Langley

Save, Borrow & Spend Wisely

# Langley For Families

In order for Langley to make such a significant impact in the Hampton Roads community, we need to raise the money that we invest in our partner non-profit organizations. We do so in many ways including through an Employee Payroll Deduction program where our Langley team members can donate directly to our Foundation through their payrolls. In addition, we also hold an Annual Charity Golf Classic and have recently launched a new initiative, the LFF Charitable Cash Raffles. Learn more about our fundraising efforts below, and how Langley works hard to raise money to support the community.

## Langley for Families Charitable Cash Raffles

The Langley for Families Foundation has now run three successful cash raffles to raise money to give back to our community. The best part? The \$20k cash prize helps someone in our community too! These raffles are easy to enter, with a ticket price of \$20 and you always have a 1/3,000 chance to win.

To learn more, see our past winners, and to enter next month's raffle, visit [Langleyforfamilies.org/raffle](http://Langleyforfamilies.org/raffle).



## Langley for Families Golf Tournament

On May 21st, 2019, the Langley for Families Foundation hosted its annual Charity Gold Classic - the premier golf event in Hampton Roads - at the Golden Horseshoe Golf Course in Williamsburg. Two new partnerships with the LPGA and The First Tee this year provided an enhanced experience for all 100 golfers and made the day one to remember.

The event raised over \$300,000 and the proceeds will be invested right back into the Hampton Roads community through grants to non-profit organizations serving the areas of healthcare, housing & human services, safety and security and financial education.



# HomeSaver Update

Our newest 1st Time Home Buyers product has taken off. We launched Langley's HomeSaver program\* in January 2019 and many of our 1st time homebuyers have taken advantage of the opportunity to purchase their first home – with tremendous savings!

This program has been so successful, we have been able to finance over \$7,000,000 to 1st time home buyers. If you are still thinking that you can't become a home owner, call us and we'll work with you to make home ownership a reality.

For more information or to get started with this program, visit [LangleyFCU.org/homesaver](http://LangleyFCU.org/homesaver).

\*This program is primarily for the borrower with stable employment and established rental and savings history. Members who successfully complete the HomeSaver Loan program are also eligible. To participate, members must have not previously owned a home. Household income is limited to 120% of HUD median income. Members will be able to take advantage of the HomeSaver Rate Lock. 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. 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.

## The HomeSaver program offers:

- 100% financing with no Private Mortgage Insurance (PMI)
- \$1,000 bonus cash back at closing\*\*
- Langley's Safe Shop Rate Lock.

*Lock in a low rate while you shop for a home. If rates drop, you get the lower rates!*

# Private Mortgage Insurance - Just Say No!

If you're paying Private Mortgage Insurance on your home loan, you're paying too much!

Many times when people buy a home, a 20% down payment is recommended. If you don't have the ability to put down a 20% deposit, most lenders require Private Mortgage Insurance (PMI).

PMI is a type of mortgage insurance home owners might be required to pay for if you have a conventional loan. Like other kinds of mortgage insurance, PMI protects the lender if you stop making payments on your loan. At Langley, we offer mortgage loans that do not require PMI. Eliminating PMI can save you hundreds of dollars on your monthly mortgage payment. Usually your credit score and loan-to-value ratio will determine the PMI premium you're charged.



*For example, a homeowner with a \$200,000 mortgage could be paying over \$91 monthly in their mortgage payment. Without PMI they would save over \$1,100 a year!\**

Borrowers who purchased a home with less than a 20% down payment will save **HUNDREDS** of dollars **EVERY** month by refinancing their mortgage loans with Langley.

Call us to see if you could be saving on your monthly mortgage payment.

\*Some restrictions may apply. Based on a \$200,000 fixed rate 30-year loan, with a credit score of 710, the average private mortgage insurance would be \$91.65 monthly.

# Is Market Volatility Keeping You up at Night?

News coverage on slowing global growth, trade conflicts, political tensions, and changes in interest rate policies continues to fuel the market volatility and shake investors' confidence.

As we enter a changing economic environment, now is a good time to reassess your goals and revisit your current allocation. Acting impulsively during times of market volatility can have negative effects on your portfolio in the long run and even potentially impact your taxes.

If you have questions about current market issues and how they might affect your investment portfolio\*, visit [LangleyFCU.org/investments](http://LangleyFCU.org/investments) to schedule a complimentary phone consultation with one of our advisers at Langley Investment Services to discuss your concerns in more detail.

# Langley Investment Services

\*Securities and insurance products are offered through Cetera Investment Services LLC (doing insurance business in CA as CFS STC Insurance Agency LLC), member FINRA/ SIPC. Advisory services are offered through Cetera Investment Advisers LLC. Neither firm is affiliated with the financial institution where investment services are offered. 11742 Jefferson Ave Newport News, VA 23606. NOT A DEPOSIT. NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY. INVESTMENTS ARE NOT NCUSIF INSURED MAY LOSE VALUE. NO CREDIT UNION GUARANTEE.

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).

# Undergraduate Student Loans with Langley

Our congratulations go out to the Class of 2019 and their parents! Preparing for college is an exciting time, but it can also be stressful as you start to tally the costs. College is expensive! Before you get overwhelmed, take a deep breath and walk through the process one step at a time.

**How much will it cost?** By now you have probably received a financial aid award letter from your college of choice that outlines your Cost of Attendance (COA) and the financial aid you are eligible to receive. Remember that your true cost of attendance may vary based on things such as your housing situation (a single room will usually cost more than a double shared with a roommate) or where you purchase your books (look for deals online or with used books).

**How will I pay for it?** Now that you've reviewed the costs, how will you cover them? Your award letter includes information about any scholarships and grants you may be eligible for. Start with these options because they typically do not have to be repaid – in other words, free money for college!

The next option for financial aid comes from federal student loans. Federal loans offer many options to help you or your parents fund your college education. They also offer great benefits such as fixed rates, deferment, and income based repayment, to name a few.

**Still need more help paying for college?** Private student loans are the final option you should explore. These loans come from a private lender like Langley. Our Student Choice line of credit comes with low interest rates\*, flexible repayment terms, and a convenient line of credit structure that allows you to get funding for your entire undergraduate career with just one application. By borrowing from a trusted, local lender, you'll get a fair value loan with the personal service you've come to expect from your credit union.

Don't wait until your fall tuition bill is due – now is the time to look into your options for paying for college! For more information, or to apply for a Student Choice loan, visit [LangleyFCU.org/student-loan](http://LangleyFCU.org/student-loan).

\*Subject to credit qualification and additional criteria, including graduation from an approved school.



## Weather Preparedness

It's that time – time to prepare for unexpected weather. With summer approaching now is a good time to prepare for potentially dangerous storms. Langley Insurance Agency recommends the following tips to help prepare for any possible storms listed below:

- Understand the difference between a hurricane watch and a hurricane warning. A hurricane watch means that a hurricane may occur within the next 24 to 36 hours. A hurricane warning means that a hurricane will probably strike your area within the next 24 hours
- Plan your evacuation route in advance of the storm
- Close storm shutters, board up all windows, remove weak branches and trees
- Take an inventory of all of your personal property
- Keep emergency supplies on hand such as: batteries, matches, first aid supplies, flashlights, prescription medicine, food that you don't have to refrigerate or cook
- Fuel your car in case you must leave immediately



Also, now is the perfect time to make sure you are properly insured! Langley Insurance Agency\* is here to go over current policies with you, or if you are not adequately insured, we can help. Call us at 757-224-4775.

\*Langley Insurance Agency (Langley Financial Services, LLC) is an affiliate of Langley Federal Credit Union (LFCU). Business conducted with Langley Insurance Agency is separate and distinct from any business conducted with the credit union. Remember that any insurance required as a condition of the extension of credit by LFCU need not be purchased from Langley Insurance Agency, but may, without affecting the approval of the application for credit, be purchased from an agent or insurance company of the member's choice.

Insurance products are not deposits of LFCU and are not protected by the NCUA. They are not an obligation of or guaranteed by the credit union and may be subject to risk. If you have any concerns or complaints regarding this relationship, you may contact the VA Office of Consumer Affairs, or the insurance department of your state. For information on how to contact them, you may call us.