

Spring 2020

# KEYPOINTS

A publication for Members of KeyPoint Credit Union



## President's Message

April is Financial Literacy Month, which means it's a great time for all of us to learn new things about products, services and strategies that can help us grow our savings, manage our money and plan for the important things in life that cost money. You need look no further than our new website for an abundance of educational resources that are free and right at your fingertips. There's something for everyone!

Just click on Quick Links at the top of our homepage and then select Resources. There, you'll find educational articles, a glossary of financial terms, financial calculators and much more. We also offer seminars throughout the year covering topics that resonate with our Members, such as the basics of real estate. Visit [kpcu.com/events](http://kpcu.com/events) for dates and times of upcoming events.

For youth aged 16 and older, we've got Balance Track—KeyPoint's personal financial education program oriented toward older teens. The program's online modules provide a fun way to learn sound money management skills, and it really gets kids to think about their financial future and what it takes to be smart with money.

There's no better way to learn about the basics of saving than actually opening up an account, adding money to it and watching it grow. KeyPoint has a Youth Savings Program designed to help young people do just that. This account has no minimum balance requirement or monthly services fees, and it's available to any child under age 18 with a Social Security card and the ability to sign their name.



**T. Bradford Canfield**  
President & CEO

Send feedback to  
[talktobrad@kpcu.com](mailto:talktobrad@kpcu.com)

## PLANNING TO PURCHASE A NEW HOME?

### Don't go it alone!

You can rely on us to help you determine your purchasing power—how much you can afford, the types of loans you may qualify for and a payment that meets your budget. We'll also guide you on the necessary documents you'll need and help you navigate the protocols that come into play—from when you first start your home search until you get your house keys in hand!

### Mortgage pre-approval review

You can easily apply for pre-approval. We'll review your finances, including your credit history, and determine how much you're able to spend on a home. We'll provide you with a formal Pre-Approval Letter which makes it very clear to the seller that you have your financing in order and that you're a serious buyer.

### GET PRE-APPROVED TODAY!

Go to [kpcu.com/mortgagepa](http://kpcu.com/mortgagepa)

### Professional advice for finding the right home loan

We can help you determine whether a fixed-rate or adjustable-rate mortgage is best for you.

- **Fixed-rate mortgage loans** are often a good choice for those who are looking to stay in their new home for a long time. You'll have the peace of mind knowing that your interest rate and monthly payment will stay the same over the life of the loan.
- **Adjustable-rate mortgage loans (ARMs)** can be beneficial if you're planning to purchase a starter home or if you plan to remain in your home for a shorter period of time. In general, ARMs offer a lower rate for a fixed period of time—after which your rate will adjust periodically.

### Introduction to a Realtor® in your area

The [KeyPoint Realtor Circle](#) is a valuable program that we offer to Members. It will connect you with a Realtor that covers the market you're interested in.

Plus, it gives you two big advantages:

- **Realtor rebate of 20% of your Realtor commission**
- **KeyPoint bonus credit of \$1,000 off of your closing costs.\***

For details, call (877) 888-9634 or visit [kpcu.com/realtors](http://kpcu.com/realtors)

\*Based on the Bay Area average 2.5% commission rate. Realtor commission may vary. Must use an approved Realtor Circle Agent. The 20% of the commission amount is based on the commission earned by the agent representing you in the transaction. This amount will be credited towards closing costs at the close of escrow. The amount of the credit varies based on the purchase price and the commission percentage determined by the seller. Loan must be financed through KeyPoint Credit Union to receive lender credit and is subject to the loan meeting underwriting and Membership eligibility requirements. For details, speak with a participating Realtor. Participating Realtors are not affiliated with KeyPoint Credit Union. Credits will not exceed closing cost. Cash Back will not be issued. No additional discounts can be used with this program. Offer and discounts may be amended, changed, or terminated at any time. REALTOR® is a federally registered collective membership mark which identifies a real estate professional who is a member of the NATIONAL ASSOCIATION OF REALTORS® and subscribes to its strict Code of Ethics.



# Meet the KeyPoint Team



Angela Season, Dublin Branch Manager

## What do you like best about your job?

I love working with people. I have a wonderful team that displays strong Member service and the desire to go above and beyond by offering products and services that improve Members' lives. We wouldn't be here if it wasn't for our Members. We're really in tune with them. It's important to hear our Members' feedback to improve within and continue to grow as a strong organization.

## How can you help meet the needs of our Dublin Members?

As our city grows, our lives are getting busier. Convenience is more important than ever. Our Members are really taking advantage of KeyPoint's highly rated mobile app and fresh new website that's easy to navigate. We'll continue to enhance our digital services, yet still maintain excellent Member service in our branch and stay involved in the community.

## What are some of the ways that you and your team help Members build their financial knowledge?

Our mission is to build trusted relationships, share our knowledge about our products and services and help enhance our Members' financial futures. We regularly offer a variety of seminars here in our branch based on Members' needs and requests. Knowledge is power and by asking questions and listening to our Members, we can further educate and guide them to what best benefits them at whatever life stage they're at.

“ Our mission is to **build trusted relationships, share our knowledge** about our products and services and help **enhance our Members' financial futures.** ”

## Join us for our Annual Membership Meeting

**April 30th, 2020 • 5:30 pm**  
KeyPoint's Community Learning Center  
2805 Bowers Avenue, Santa Clara, CA

You can reserve your seat by calling **(408) 731-4197**, or send an email to [rsvpannualmeeting@kpcu.com](mailto:rsvpannualmeeting@kpcu.com).

Light refreshments will be served.

## Upcoming Seminars and Events

**April 18**  
Home Buying Seminar - Cupertino

**April 30**  
Annual Membership Meeting

**Month of April**  
Enterprise Car Sale

To learn more and RSVP, visit [kpcu.com/events](http://kpcu.com/events)

## Lower Your Payments With a Student Loan Refinance!

KeyPoint enables you to consolidate both Federal and Private student loans into a single loan with flexible terms and payment options.

AS LOW AS

**3.45%** APR\*

To learn more, visit [kpcu.com/studentrefi](http://kpcu.com/studentrefi)

- Fixed and variable rates
- Loans from \$5,000 to \$75,000
- Repayment terms of 5-years, 10-years and 15-years
- No application fee, no origination fee, no prepayment penalties

\*Rate accurate as of 3/11/2020 and is subject to change without notice. Rate is variable from 3.45% to 6.45% for up to 180 months. All loans subject to credit approval and your rate is based on creditworthiness and other factors and may be higher than the rate shown. Payment example: Pay \$8.68 per month per \$1,000 borrowed at 3.45% APR for 180 months.



## What Members are Saying

*"Getting my home refinanced was easy...I do all my banking at KeyPoint."*  
-Carolyn V. - Milpitas Member since 2007

Holiday Observances | **May 25: Memorial Day**

[kpcu.com](http://kpcu.com)



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**KEYPOINT**  
CREDIT UNION

Next Generation Neighborhood Banking