

Bringing it into Focus

Hey, whippersnapper why are you changing the name? Hasn't it been good enough for this credit union since 1964? This did make me pause and remember some other questions of the past; why do we need checking accounts anyway, what the heck is Home-Banking anyhow and why do we need an office outside of city hall? **Change is constant and our member elected board decided the time was right for a name change** and brought it to our membership who glowingly endorsed the change.

Here are some real examples of how our new name reflects what we've been doing all along.

Focus-ed on continuing to **provide a different level of personal service** where Jeni might share a laugh with a member and Cara might make a loan to one of her old Tosa East teachers.



Focus-ed on **finding innovative new products that will benefit our members** from Preferred Money Market Accounts to the roll out of our new Health Savings Accounts and our

newest Green Suite Accounts aimed to help our youth make a statement about their generation.

Focus-ed on being the **best motorcycle lender** in the motorcycle capitol of the world.

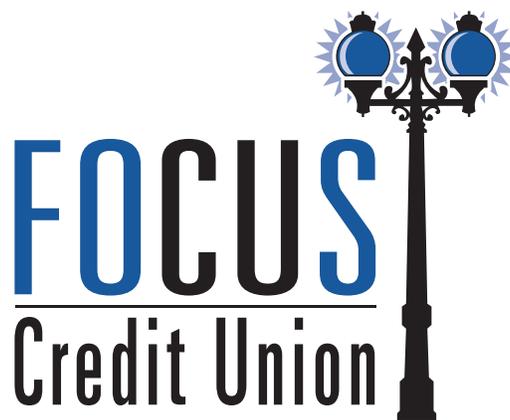
Focus-ed on **bringing new convenient facilities and adding more shared service center locations** to allow our members access to their accounts from anywhere in the world.

Focus-ed on **taking suggestions** from our membership and **making the changes** happen to benefit all our members. (watch for large print receipts – Thanks Ben)

Focus-ed on continuing to find **employees with integrity and character** and keeping them for as long as we can. (Thank you all Focus Credit Union staff!)

Our credit union is strong, healthy and growing. Our boundaries have extended well beyond Wauwatosa and it was time for us to find a name that reflects the values of this credit union. ***I am proud to be the president of Focus Credit Union and look forward to the chance to help you keep your financial picture in focus!***

“It was time for us to find a name that reflects the values of this credit union.”



A handwritten signature in black ink that reads "Dan Webb".

PMI Possible 2007 Tax Deduction

If you took out a mortgage in 2007, you might be eligible to write off all or a portion of your private mortgage insurance (PMI) premiums for the year.

Mortgage insurance is insurance for the lender, not the buyer, though the buyer pays for its cost. It protects the lender in case you default on the loan. The premium is rolled into your monthly house payment, although you sometimes pay the entire first year's premium up front, at closing. Once your equity reaches 20%, you'll be able to drop PMI.

The Homeowners Protection Act of 1998 requires lenders to cancel PMI policies on mortgages when the loan-to-original value is 78% or less — that is, when your equity level reaches 22%. Make it a practice to check whether you need PMI annually.

To qualify for the full mortgage insurance premium deduction in 2007, a homeowner needs an adjusted gross income (AGI) of \$100,000 or less; those with AGI's of less than \$110,000 would get a partial tax break, according to John Hiddleston, tax specialist for the Internal Revenue Service, Milwaukee, Wis. For those married filing separately, amounts are \$50,000 and \$55,000 respectively.

The deduction is limited to the 2007 calendar year. For details, consult your tax specialist.

Start Your 2008 Christmas Club!



To help ease your holiday expenses in 2008, consider opening an interest-earning Christmas Club. **It's a great way to save for holiday expenses** such as gifts, get-togethers, and travel.

Focus Credit Union makes it very easy and convenient to make your deposits, including payroll deduction, automated transfer, regular cash deposits, or by mail. **You can make deposits as often as you like!**

CU Fleet Auto to Become Donald Driver Motors

Focus Credit Union is proud to announce that **CU Fleet Auto a division of Central States Mortgage Company and Green Bay Pro Bowl Wide Receiver Donald Driver have reached a strategic partnership agreement that will change the name of CU Fleet Auto to Donald Driver Motors.**

CU Fleet Auto has been in business since 1994, primarily offering new and used vehicle leasing and sales of late model used vehicles to Milwaukee area Credit Union members. Donald Driver is a two-time NFL™ Pro Bowl selection and a two-time Green Bay team MVP. He is the all-time leading receiver in receptions in Lambeau Field history and has led the Green Bay receivers in receptions the past five seasons and led team in yards four of the last five seasons.

"It is exciting to open a business in the great state of Wisconsin, a place I love and enjoy. Over the past nine years the fans here have made me feel like this is my hometown, and I am excited to be investing back in Wisconsin".

-Donald Driver

This name change will come at the same time Donald Driver opens up his new Chevrolet Buick store in Campbellsport, WI on January 3, 2008.

Donald Driver Motors will offer over 200 certified used vehicles for sale as well as new Chevrolets and Buicks cars and trucks. Every used vehicle will come with a lifetime warranty and brakes, tires and batteries for life.



Contribute to Your IRA

As 2008 begins, it's time to contribute to your IRA. **You have until April to make a contribution for 2007, plus make one for 2008!** The sooner you make the deposit, the sooner you start earning interest!



Concerned about your retirement money in the stock market? Diversify your funds and invest in an IRA!

Focus Credit Union offers multiple types of IRAs.

Traditional • Roth • Coverdell (Educational)

available in both savings accounts and share certificates.

To learn more about the requirements for each type of IRA, check our website, call, or stop in and talk with one of our IRA specialists.

Join Us for our 44th Annual Meeting

Focus Credit Union is pleased to invite ALL of our membership to our **44th Annual Meeting**, and we will be hosting this event at the **Radisson Hotel in Wauwatosa on Saturday, February 9, at 5:30 pm.** Enjoy door prizes, food and beverages and meet the staff and directors who operate your credit union.

This year we will have elections for three board seats and **if you are interested in being a board member, contact one of the Nominating Committee members by January 10, 2007.** Please submit your intent in writing to Kim Youngblood, Cara Zellmer or Dean Wilson at Focus Credit Union attn: Nominating Committee, 1530 N. 68th Street, Wauwatosa WI 53213. **Please send a brief resume stating your credentials, employment and family information, and why you would like to be on the board of directors.**

All information will be available to voters prior to the annual meeting.

Those who were in attendance last year know what a great turnout we had. Plan to attend this year and find out what is in store for YOUR Credit Union in 2008. When members actively participate and share ideas, the entire credit union benefits. Without member input, credit union leaders could only guess what owners like you want from their financial institution. Join us and enjoy our special door prizes, food, drinks, and holiday treats. **Please call the credit union today and reserve a spot. Seating is limited. 262-255-0833.**

Tax Information Arriving Soon!

Just like in years past, Focus Credit Union will be supplying your **1099-INT information on your year end Account statements.** This can be viewed via our home banking 'Its Me 247!' as early as the first business day of the new year.

Also, please watch your mailboxes; the other necessary tax reporting forms will be sent separately from your December statement in an envelope marked **"Important Tax Information."**

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- **1098** - You will receive this form if you paid interest of \$600 or more on any loan that is secured by real estate
 - **1099R** - This form reports distribution of any IRA funds that were made during the year

Remember to carefully **examine your statements for accuracy** and to **verify your Social Security Number** is correct. **Contact Focus Credit Union immediately if you believe there may be an error.**

All members are equal owners of the credit union and have an equal say, whether they have \$25 or \$25,000 on account. Come celebrate another successful year with the staff, directors and fellow members of your credit union.

Prevent Identity Theft

Safeguard your most valuable possession — your identity.

We have all heard horror stories about identity theft. Clever thieves can open accounts, run up thousands of dollars in debt, and disrupt your financial life for months or even years. Now more than ever before, it's important to take steps to protect yourself from this growing crime.

Keep your numbers a secret.

Identity thieves don't steal things. They steal information. So you need to be particularly careful with account numbers, Personal Identification Numbers and Social Security Numbers.

Stay safe online.

The Internet can be fertile ground for identity thieves. Follow these steps to protect yourself online:

- Use a firewall, anti-spyware software and anti-virus software. Be sure to keep these programs up to date.
- If you receive an email asking for personal or financial information, do not respond and do not follow any links in the email. Instead, contact the company directly using a phone number or email address you know is legitimate.
- When shopping online, make sure you are on a secure website. Look for a locked padlock in the lower right-hand corner, and "https" in the web address.



Monitor your credit reports.

Since fraudulent activity will often show up first on your credit report, it's a good idea to check them frequently. There are services available that will monitor your reports for a fee, but you can do it yourself without paying anything.

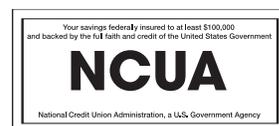
By law, everyone is now entitled to a free report from each of the three major credit bureaus (Experian, Equifax and TransUnion). Simply order a report and look for changes or suspicious account activity.

Visit www.annualcreditreport.com

or

Call 1-877-322-8228

Download a request form online and send it to:
Annual Credit Report Request Service
P.O. Box 105281
Atlanta, GA 30348-5281



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FOCUS News is published quarterly for members of Focus Credit Union. This publication is to inform members and prospective members of our product offerings, to educate members on money matters, and to keep them abreast of the pertinent information regarding Focus Credit Union.