

Real Interest

SHAREPOINT CREDIT UNION NEWSLETTER

Fall 2020

LET US DESIGN THE PERFECT FINANCIAL SOLUTION!

SPECIAL OFFER HOME EQUITY LINE OF CREDIT

Intro Rate: 2.99%^{APR*} for 12 months
Thereafter, a low, variable rate, currently 4.00%^{APR}

Now is a good time to position yourself for financial security and confidence with a SharePoint Home Equity Line of Credit (HELOC). It is a convenient way to finance larger purchases, consolidate debt, tackle home projects or simply have finances available for emergencies. You'll benefit from highly competitive rates, easy ongoing access to funds and peace of mind. Give yourself financial well-being and easily apply today:

sharepointcu.com/easyapply

Important Dates:



Closed in observance of Veterans Day

Wednesday, November 11

Closed in observance of Thanksgiving Day

Thursday, November 26

Closed in observance of Christmas Day

Friday, December 25

Privacy Notice - Federal law requires us to tell you how we collect, share, and protect your personal information. Our privacy policy has not changed, and you may review our policy and practices with respect to your personal information at www.sharepointcu.com/privacypolicy or we will mail you a free copy upon request if you call us at (952) 930-0700.

Auto Loans Intro Rate: 0%^{APR*} for 60 days!

Whether new, used or refinancing, SharePoint auto loans are easy and a great value!

Benefit from:

- Intro rate of 0% APR* for 60 days, thereafter a fixed rate as low as 2.99% APR
- Full financing available[^]
- Up to 60 days no payment^{^^}
- Free Auto Buying Center service available to help you shop

Easily apply in minutes at sharepointcu.com/easyapply or (800) 752-3494.

*APR = Annual Percentage Rate. Rates are as low as and subject to approval. Rates may vary, based on credit history, loan term, and age of vehicle. A downpayment may be required. Rates include a .25% discount for automatic payment. Introductory rate of 0% APR (for first 60-days) is intended for new loans and not valid for the refinancing of existing SharePoint loans. The 2.99% auto loan rate is available for a maximum term of 60 months. Monthly payment would be \$17.96 per \$1,000 borrowed at 2.99% over 60 payments. A \$5 fee will be charged at the time of loan origination. Rates are subject to change without notice. Cannot be combined with any other offer. Offer ends 12/31/2020 and subject to change without notice.

[^]Up to 110% NADA Retail Value including tax, title, warranties, GAP insurance, and license fees. Ask a SharePoint Representative for full details.

^{^^}Interest will begin to accrue 60 days from the contract date. Timing of first payment may vary based on credit approved loan terms. See a SharePoint Representative for full details.

*APR= Annual Percentage Rate. Subject to approval. Promotional rates available for Home Equity Lines of Credit (HELOC) under 80% Loan-to-Value (LTV). Promotional rate will be 2.99% for first 12 months. Rate will change to the market rate, with a floor of 4.00%, on the first day of the month after a full 12 months. Offer effective 9/10/2020 - 12/31/2020. All posted rates are as low as and may vary, subject to your credit history. Additional loan rates and terms are available. HELOCs have a variable rate indexed to the Prime Rate as published by the Wall Street Journal plus a set margin. A HELOC with a LTV of 80% or less does not have a margin added to the Prime Rate. A HELOC with a LTV greater than 80% will have a margin of 3.00% APR added to the Prime Rate. A HELOC will never go below 4.00% APR and will not exceed 18.00% APR and will never exceed the highest allowable rate for this type of agreement as determined by applicable state or federal law. A HELOC has a seven-year draw period with a 10 year repayment period. Property must be the primary residence or a non-investment second/vacation home. Home Equity Loan and Credit Lines may only be written for homes in Minnesota and Wisconsin. Closing costs will vary based on loan amount, appraisal requirement, geographic location, and title examination findings. For loan amounts of \$25,000 to \$150,000, costs will typically range from \$816 to \$1,116 including an appraisal if one is required. Property insurance required for Home Equity Loans and Credit Lines. Subject to credit approval and require income verification. Rates and terms are subject to change. Cannot be combined with any other offer. SharePoint is an equal housing lender. NMLS# 527701. Contact a SharePoint Credit Union Representative for details.

The CEO's Corner



Greetings!

This summer I took the beginning motorcycle riding course. The course is designed to first, just teach you how to ride a motorcycle, and second, help you manage risk out on the road. I quickly learned I could ride the bike! My coordination and control skills were pretty good, and I logged 1,200 miles just around my local streets and neighborhood. While I'm not skilled enough for Interstate 494 or 35W (and that is not the goal), I feel confident within my skill level. On a motorcycle, confidence comes from the ability to manage risk, not eliminate it, but simply manage it. On the bike, you manage risk with a constant SEE technique. Search out 12 seconds in front of you, evaluate the situation you are heading into, and be prepared to execute a safe maneuver if needed. The SEE technique, along with lane positioning, helps you manage risk and build confidence.

So far I've learned the techniques of managing the risks of riding the motorcycle are not entirely different than managing financial risks during a pandemic. In the last 7 months, our members at SharePoint have been employing a SEE technique and positioning with their financial outlook. Because we cannot see far enough into the future, we are leaving more cash in our accounts. We know cash is safe in our saving accounts, and it available if needed. Next, many of us executed a maneuver of setting up home equity lines or loans, in case money was needed to bridge the gap to the end of the pandemic. Finally, many of us positioned our financials better by refinancing home and auto loans as our rates fell.

While it has been a busy summer for SharePoint, we want to continue to help you manage the risks of this pandemic. As we head into the fall of 2020, let's set up the home equity loan and check that rate on your first mortgage. And, if you have an auto loan not at SharePoint, let's see if we can lower that rate as well. We still have time to manage these risks and build confidence for 2021.

Sincerely,

Phillip A. Kopischke
President & CEO

COMMUNITY INVOLVEMENT

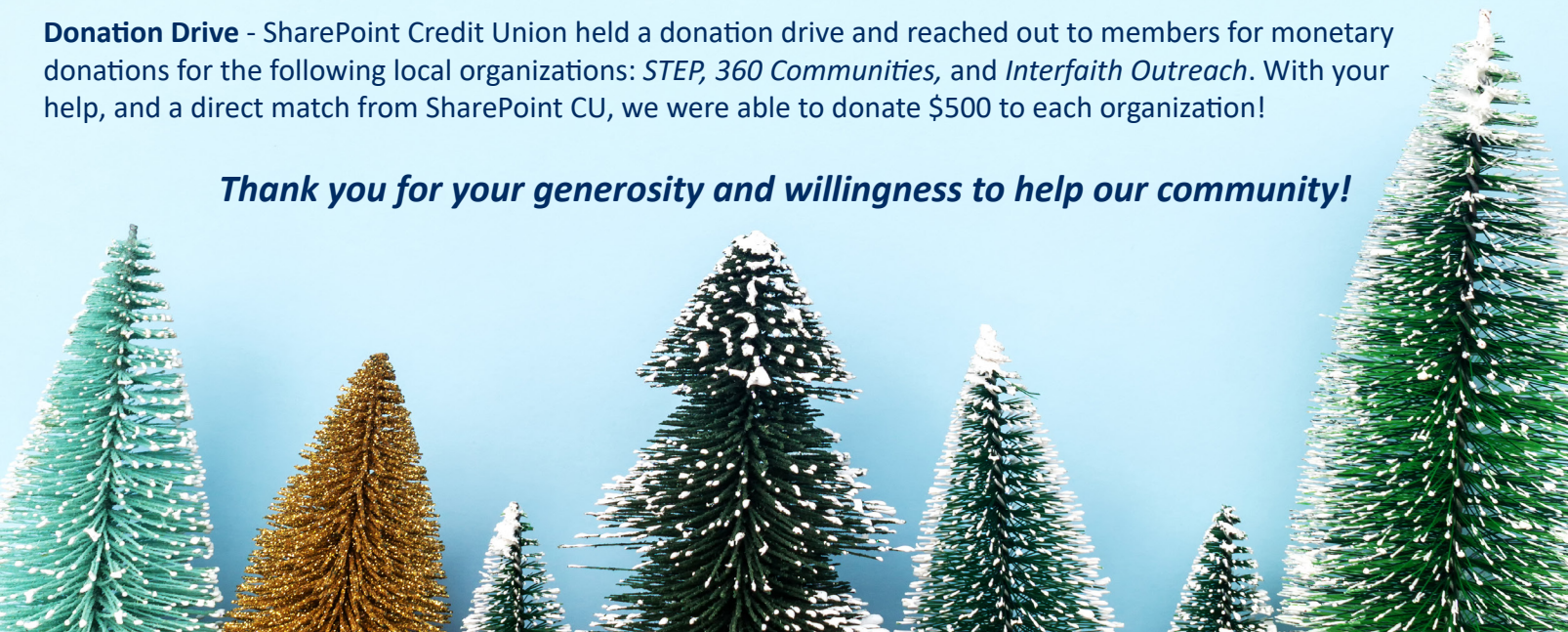
As the end of the year quickly approaches, we would like to highlight just a few of the ways SharePoint CU members and staff have helped within the community.

Save-A-Bull Rescue - Our Saint Louis Park Branch participated in a dog food drive to help benefit Save-A-Bull Rescue. Thank you to all members and staff that participated and brought in donations!

CUs4U Challenge - Several local credit unions participated in the CUs4U challenge, where each credit union helped give back to the community in which we serve. SharePoint teamed up with Craft & Crew, a local hospitality group, to help provide over 100 meals to essential workers throughout the Twin Cities during the COVID-19 pandemic.

Donation Drive - SharePoint Credit Union held a donation drive and reached out to members for monetary donations for the following local organizations: *STEP*, *360 Communities*, and *Interfaith Outreach*. With your help, and a direct match from SharePoint CU, we were able to donate \$500 to each organization!

Thank you for your generosity and willingness to help our community!



WE APPRECIATE YOU!

Thank you for your continued support and membership to SharePoint CU.
We appreciate your loyalty, and look forward to continuing to serve you.

Tell us what you love about SharePoint! Send your testimonial to marketing@sharepointcu.com and have the chance to earn \$25.*

*Review may be used in future promotional materials. No purchase necessary to enter. One entry per person. Must be 18 years or older to enter. Member is responsible for any related taxes or restrictions according to Minnesota laws. Entries will be accepted beginning October 22, 2020 at noon until December 31, 2020 at 11:59 P.M. Restrictions may apply.

EARN \$25 AND DOUBLE CU Rewards® POINTS WITH A NEW SHAREPOINT VISA®!*

New SharePoint Platinum or Classic Visa cards opened 10/19/2020 – 12/31/2020 receive \$25 and DOUBLE POINTS on all qualified purchases through December 31, 2020!

APPLY TODAY!
sharepointcu.com/easyapply

*New cards only. Additional points, and \$25, will be credited by January 29, 2021. Net any returns. Balance transfers and cash advances do not qualify. Limit one rebate per card account for a maximum rebate of \$25. Cash advances, balance transfers, fees, and finance charges are not considered qualifying purchases.

Earn up to \$100 Referring Friends!*

Members earn \$25 for each new member referred!
New members earn \$25 for each new account opened!

Refer online today at:
sharepointcu.com/refer

*All SharePoint accounts are subject to approval. Referral must be a new member and be eligible for membership and be approved for account to receive promotional funds. Existing member must be in good standing, and fill out Referral Form online to be eligible to receive promotional funds. The existing member will receive \$25 for each new SharePoint member they refer, up to four referrals. Referring member receives promotional funds when a referral results in an account being opened. The new member will receive \$25 for each new qualifying account opened or loan closed, up to four total. Offer is available for all consumer fixed rate, closed end loans and checking accounts. Member must close loan or open account by 12/31/2020. Promotional funds will be deposited into each eligible member's Checking or Savings account by 1/15/2021. Member is responsible for any related taxes according to MN laws. Offer effective 10/1/2020 and subject to change without notice. SharePoint is an equal housing lender. Federally insured by the NCUA.

