

## Message from the President/CEO



Dear Member,

Most successful organizations that remain relevant over time know exactly 'why' they do what they do, for the people they serve. When I joined Premier America last year,

I began asking our team members what they believed to be the credit union's purpose. The responses varied, but across every department, and branch there was a unified principle. Our purpose was defined as **Making it easier to meet today's needs and reach tomorrow's dreams.**

We then focused on defining Premier America's Core Values that would serve as the backbone of the organization's purpose of **Making it easier to meet today's needs and reach tomorrow's dreams.** After much hard work by team members from various departments and with varied levels of corporate responsibility, I'm pleased to present to you our core values:

- **Passion for Member experience** – invested in the people we serve, we always strive to deliver an exemplary experience.
- **Give back** – contributing to the betterment of local communities; making a difference in the lives of residents.
- **Find a better way** – a continued focus on improving internal processes and leveraging innovative technology to increase the value of the products and services we offer.
- **Respect others** – exhibited between team members, members-owners, and community residents, fostering mutual respect and trust.
- **Succeed together** – striving for shared success, creating bonds that drive motivation and inspiring people to accomplish great things.
- **Pursue individual growth** – focusing on individual improvement to keep team members engaged and inspired, making a difference in their own lives as well as the lives of others.
- **Own it** – a commitment to individual problem solving and solutions in order to achieve our corporate purpose while exceeding member expectations.

I hope that our purpose statement and core values demonstrate how strongly committed we are to serve as your trusted financial and community partner. Over the course of the next few months, I look forward to sharing the exciting initiatives we have underway to benefit Premier America member-owners in making it easier to meet today's needs and reach tomorrow's dreams.

Best regards,

**Rudy Pereira**  
President/CEO  
818-772-4001

# UPDATE



## Five Things to do Before Buying a Home.

If purchasing a home is on your to-do list this year, now is the time to make sure you're prepared. Take these five steps before submitting an offer to simplify your home-buying experience.

### 1. Strengthen your credit score.

Your credit score is one of the key criteria lenders use to determine the interest rate you'll receive on your mortgage. The higher your score, the lower your rate is likely to be. As a Premier America Credit Union member-owner, you can view your FICO® Score through Online Banking or the Premier America mobile app. To request a copy of your credit report, visit: [AnnualCreditReport.com](http://AnnualCreditReport.com).

### 2. Understand what you can afford.

The expenses associated with owning a home involve more than just repaying your mortgage. Be sure to consider the amount you'll pay for property taxes, homeowners' insurance, utilities and routine maintenance after you buy a house. Take advantage of the mortgage calculators at [PremierAmerica.com/calculators](http://PremierAmerica.com/calculators) to find out how much you can afford.

### 3. Save for a down payment and closing costs.

To avoid paying Mortgage Insurance (MI), most lenders require a down payment of 20 percent. Buyers can also get a mortgage loan that covers part or all of the down payment with MI. Additionally, home buyers are usually required to pay closing costs, which are typically 2-5 percent of the purchase price. It takes time to save for these expenses, so plan ahead.

### 4. Get pre-approved.

With financing in place, you know exactly how much you can borrow and what your interest rate will be, so you can start budgeting accordingly. A pre-approval letter also makes you more attractive to sellers because it indicates the lender believes you're qualified to purchase a home.

### 5. Find a house you love.

Buying a home is one of the most expensive purchases you'll ever make, so don't rush your decision. Choose a home that will meet your needs today and into the future.



Visit [Mortgage.PremierAmerica.com](http://Mortgage.PremierAmerica.com) to find helpful resources for every step of the home-buying process.

## Introducing the Premier America Financial Literacy Program!



If you would like to learn more or schedule a workshop for a school or community organization, please contact Christina Madaras, Director, Community Engagement at 800-772-4000, ext. 4151 or [Christina.Madaras@PremierAmerica.com](mailto:Christina.Madaras@PremierAmerica.com).



## COMING SOON

### Available in January 2018 to serve you!

#### New Houston Location

Natasha Tillman,  
Community Branch Manager  
9630 Westheimer Rd.  
In Woodlake Square

#### New Reseda Branch

Candace Cortez,  
Community Branch Manager  
19315 Saticoy Blvd.  
Cross street Tampa

### Member Notice of Director Vacancies

This year's annual meeting will be held on March 29, 2018, at 5:45 p.m. at the Premier America main office located at 19867 Prairie Street, Chatsworth, CA. At the Annual Meeting, three (3) Director positions for three-year terms and one (1) Director position for a one-year term will be up for election. The Nominating Committee has nominated the following three candidates for three-year term Director positions: William Cole, Larry Colson and Eric Goldner and the following candidate for a one-year term: JoAnn Klonowski. Additional nominations may be submitted by petition. A petition to add a member directly to the ballot must be signed by the greater of 100 members, or 1/20th of 1% of the members entitled to vote. Petitions must be filed with the Secretary of the Credit Union no later than close of business February 6, 2018. If the number of nominations for vacant positions does not exceed the number of vacant positions, the Credit Union will declare those nominated as elected at the annual meeting on March 29, 2018.

For more information, please contact  
Toni Daniels at 818-772-4116.

## Premier America Pay it Forward Award



October - Shelley S. nominated the San Buenaventura Women's Club, a non-profit service organization providing philanthropic support to civic, educational, cultural, and social welfare programs. The San Buenaventura Women's Club has been contributing to the community for over 60 years with the help of over 100 members in Ventura, Santa Barbara and San Luis Obispo Counties. For more information or to get involved today, visit [SanBuenaventuraWomensClub.org](http://SanBuenaventuraWomensClub.org).



November - Susan C. nominated the Furniture Foundation of the Conejo, a non-profit organization helping disadvantaged families and individuals furnish homes through the collection and distribution of gently used furniture and home goods. All items are provided at no cost to individuals escaping domestic violence, living below the poverty level, experiencing a natural disaster or facing homelessness.



December - Jennifer W. nominated Forever Found, a local non-profit organization fighting against human trafficking around the world. Forever Found provides grassroots awareness and prevention programs and supports the successful rescue of victims of trafficking. The organization also runs the Second Story Boutique, a second-hand store where all proceeds go towards the fight against human trafficking. For more information visit, [ForeverFound.Org](http://ForeverFound.Org).

## Financial Fitness Corner

Looking for ways to wisely manage your retirement savings? Check out these options to help build your retirement strategy.

**1. Traditional IRA.** A traditional IRA allows you to save money for retirement that grows tax-deferred. You don't pay taxes on your earnings until you start making withdrawals during retirement. Savings options include stocks, certificates, mutual funds, cash and bonds. Deposits may be tax-deductible depending on your income and whether you're covered by an employer's retirement plan. Also, your annual contribution may be tax deductible.

The 2018 contribution limit is \$5,500 if you're under 50 and \$6,500 if you're 50 or older.<sup>1</sup> In general, you can begin withdrawing money without paying a penalty after you reach age 59 ½. You're required to start making withdrawals after you turn 70 ½. There is no limit on the amount of money you may withdraw from your account each year.

**2. Roth IRA.** Unlike a traditional IRA, money you contribute to a Roth account IRA is not tax-deductible. The benefit of a Roth IRA is that, since you are depositing previously taxed funds, you won't pay taxes on withdrawals you make during retirement. Contribution limits vary based on your income and not everyone is eligible to contribute to a Roth IRA. Your total contributions for all IRA accounts (traditional and Roth) can't exceed \$5,500 if you're under 50 and \$6,500 if you're 50 or older.<sup>2</sup>

**3. Rollover IRA.** A rollover account allows you to transfer money from an employer-sponsored retirement account, such as a 401(k) or 403(b) to an IRA. Or, you can transfer money from one IRA to another.

For more information about planning for retirement and to make a no-obligation appointment with an LPL Financial Advisor, call Premier America today at 800-772-4000, ext. 4042.

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Not NCUA Insured	No Credit Union Guarantee	May Lose Value
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<sup>1</sup> <https://www.irs.gov/retirement-plans/retirement-plans-faqs-regarding-iras-contributions>

<sup>2</sup> <https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-ira-contribution-limits>