

Meet a MEMBERS Financial Services Professional



Name: Don Lutz, CFP® CRPC®
Vice President, Wealth Management since 2000
Married with three children
SLFCU branch office: Juan Tabo
Personal Philosophy: "Investing is just not for the wealthy. I get great satisfaction from helping members grow what they have, and demystifying investing."

Don Lutz has been thinking about money for a long time. "I was in high school in the '80s, which was when the movie 'Wall Street' came out. I was intrigued by stocks, bonds, and the whole idea of investing." This translated into a part-time job at Merrill Lynch while Don was still in high school in Florida. He worked for the same company after graduating from the University of New Mexico with a degree in finance. "I am one of those guys that loves math, charts, and teaching about how investing works. In fact, it has been suggested that I can occasionally go a little overboard with the charts," says Don with a laugh.

Growing up in a family with 14 siblings has also been a big influence in Don's life. "I can relate to people who just don't know where to start, financially, or who think that they will take care of their retirement 'later' because they just never seem to have the time." His advice? Start now. "Our consultations are both fee-free and judgment-free! Whether you are savvy about money or just need to know the basics, I'd love to help," he says.

Don has worked on behalf of SLFCU members at MEMBERS Financial Services* for about 21 years now. "For me, SLFCU has been a perfect fit," he says. "Our main goal is to build relationships with each member and their families. Like SLFCU, I look at what is best for the member - now and going forward. My suggestions are not about selling products - my focus is on what members need for their financial health today and tomorrow." SLFCU members are eligible for a free consultation. To schedule yours, go to slfcu.org/InvestmentServices.

* MEMBERS Financial Services Financial Professionals are registered representatives of CUNA Brokerage Services, Inc. Representatives are registered, securities sold, advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor, which is not an affiliate of the credit union. CBSI is under contract with the financial institution to make securities available to members. Not NCUA/NCUSIF/FDIC insured, May Lose Value, No Financial Institution Guarantee. Not a deposit of any financial institution. CUNA Brokerage Services, Inc. is a registered broker/dealer in all fifty States of the United States of America. FR-3428165.1-0121-0223

** Representative is neither a tax advisor nor attorney. For information regarding your specific tax situation, please consult a tax professional. For legal questions, please consult your attorney.

New Self-Service Tools for SLFCU Credit Cards



SLFCU credit card holders have new self-service options in online banking on laptop or desktop computers.

These new card management tools offer the ability to:

- Activate a new or replacement card
- Report a card as lost or stolen and request a replacement (or call 800.449.7728)
- Submit travel notices
- Submit balance transfer requests

These new tools join the following existing options in online banking for SLFCU cardholders:

- Enroll for eStatements and view up to 18 months of statements from enrollment date forward
- Set up automatic payments from other financial institution(s) to pay toward your SLFCU card
- Submit purchase disputes with supporting documentation
- Download account history to Microsoft Excel

To access these features, open the Manage Credit Card widget in online banking on your laptop or desktop computer (it will open in a pop-up page). If you have questions, send a secure message in online banking or call us. Don't have an SLFCU credit card? Check out our low-rate offerings at slfcu.org/CreditCards. ■

What is MEMBERS Financial Services?

SLFCU members can take advantage of personal financial management services including financial planning, retirement planning, college planning, and trust and estate conservation with SLFCU's investment team, MEMBERS Financial Services. They offer no-cost, no-obligation appointments at a branch convenient to you.

Home Loans: Record Growth

An excerpt from our 2020 Annual Report

In 2020, people began to see their home as more than just a place to live – it became their office, schoolroom, entertainment venue, and shelter during a national health crisis. Fueled by incredible interest rates, home sales spiked across the U.S. as families realized they needed more space.

Following these national trends, SLFCU members financed new homes with us or refinanced their current loans in record numbers. We recorded more than \$222.45 million in new home loan originations in 2020.

Our Mortgage team worked tirelessly to assist members in their pursuit of the American dream, helping many renters to open the door to home ownership. First-time buyers took advantage of SLFCU's great rates and program for first-timers that offers a low 3% down payment with no private mortgage insurance requirement.

To make their homes more enjoyable and functional (maybe to get that home office or gym into shape), many members also did a cash-out loan refinance to get ready cash for remodeling, repairs, and other improvements.



Diane Kapuranis, Vice President of Lending

“Although 2020 was a year of change and challenges for many, our members know that one thing will always be true: SLFCU is there for them,” says Diane Kapuranis, Vice President of Lending. “Members can count on us for unsurpassed service, value, and convenience for all of their financial needs.”

Want to read more from our 2020 Annual Report? Visit slfcu.org/AnnualReport. ■



SLFCU Annual Meeting Recap

Thank you to the hundreds of SLFCU members who joined us virtually for our 72nd Annual Membership Meeting on February 18! While we greatly missed the opportunity to see members in person, we were excited to connect with them online to share details of our 2020 financial performance, new technology solutions, service expansions, and how we have helped our members during the pandemic. We broadcast the event from our Edgewood, NM branch to members around the U.S. and the world. Here's a behind-the-scenes peek at our in-house "studio."



Thank You for Donating to the New Mexico Credit Unions Connected Academy!

SLFCU members, employees, and our community partners joined us to raise \$3,370 during our February match month to help kids continue learning while admitted to UNM Children's Hospital. All donations made to the NMCUCA go toward funding an accredited full-time teacher at UNM Mimbres School inside UNM Children's Hospital. Thank you for your generosity!

Tax Documents Available Online

Tax documents from 2019 and 2018 are available now in online banking, and 2020 forms will appear as they are generated through April 2021. SLFCU will send tax forms by U.S. mail to members. A rolling three years of tax documents are available within online banking, unless you have been an SLFCU member for fewer than three years.

The Second Pillar of Financial Health: Save



SLFCU's financial fitness partner, BALANCE, offers a free online toolkit that explains how spending, saving, borrowing, and planning work together to create your financial health.

The second pillar of financial health is to save. By creating budgets and savings goals that fit your needs, and sticking to them, you can save for emergencies or big purchases. Doing so can also help you avoid accruing bad debt. Here are a few steps you can take to get started:

1. Set a goal. Be specific in describing your goal and make sure it is measurable. If your savings goal is too grand, it may become overwhelming and it will be harder to stick to. Break down your savings goal into achievable and realistic action steps. This will help to make your goal not seem so daunting. Lastly, set a timeframe for achieving your savings goal.
2. Put your savings into an account that best suits you. How much money you already have saved, your timeframe, and what you are comfortable with, risk-wise, all plays into what kind of account might best suit your savings needs. SLFCU offers different kinds of savings accounts, including basic savings accounts, money market accounts, term certificates, and individual retirement accounts (IRAs).
3. Stick to your goals and track your earnings. No matter where you start, you're on the right track to financial stability when you have and follow through with a savings goal. Stick with it!

What you do today to manage your money can greatly impact your overall financial wellbeing now and into the future.

Visit slfcu.org/BALANCE to learn more with their "Steps to Financial Health" toolkit to help you increase your resilience in difficult times while also preparing to take advantage of financial opportunities. ■

Low rates for longer terms, new and used vehicles

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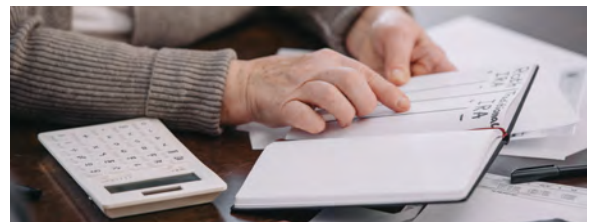
Apply now at slfcu.org.

Tax Season Help

Turbo Tax Discount
Direct Deposit Information
IRA Contribution Deadlines
Taxpayer Resources

Visit slfcu.org/TaxHelp.

2020 IRA Contributions



Make the most of your retirement savings by contributing the maximum yearly limit to your IRAs. For the 2020 tax year, you can contribute an aggregated amount of \$6,000 to Traditional or Roth IRAs. If you are age 50 or older, you can contribute an additional \$1,000 "catch-up" contribution.

Please submit your IRA contribution in advance of the tax filing deadline to allow plenty of time to complete the necessary paperwork.

IRA contributions for 2020 can be made until the tax filing deadline in April 2021. Please consult your tax advisor or financial advisor with questions about your individual tax circumstances.

If you don't have an IRA, you can get started today at slfcu.org/IRAs. SLFCU offers Traditional or Roth IRAs, Education Savings Accounts, and IRA Certificates. Open your IRA account with as little as \$5. ■

Save up to \$15 on TurboTax*



SLFCU members can get up to \$15 off TurboTax® federal products. Visit slfcu.org/TaxHelp to get started.

*State filing charges apply. Limited time offer for TurboTax 2020. Terms, conditions, features, availability, pricing, fees, service and support options subject to change without notice. Intuit, TurboTax and TurboTax Online, among others, are registered trademarks and/or service marks of Intuit Inc. in the United States and other countries. Other parties' trademarks or service marks are the property of their respective owners. Visit <https://turbotax.intuit.com/lp/loy/guarantees.jsp> for TurboTax product guarantees and other important information.

SLFCU Introduces New Rebate Program for Business Debit Cards

Mastercard Easy Savings® Program offers rebates on qualifying purchases.

SLFCU business debit cardholders are now eligible to receive rebates on purchases made at participating merchants. With the Mastercard Easy Savings program, SLFCU business cardholders can save on renting a car, booking a hotel, dining out, and more when they use their SLFCU Business Mastercard debit card to pay.

- Earn a 4% rebate on reservations at any of 5,000 participating hotels.
- Earn a 4% rebate when you dine at one of over 20,000 participating restaurants – including Twisters, Einstein Bros Bagels, Elephant Bar, and more.
- Earn a 1% rebate when you fuel up on gas at over 19,000 participating gas stations.



Rebates will appear as a statement credit on your account within 2-4 days. For a full list of participating locations, visit easysavings.com. To learn more about this new program and the other benefits included with an SLFCU Business Mastercard debit card, visit slfcu.org/BusinessDebitCard. ■



PO Box 23040, Albuquerque, NM 87192

Dollars & Sense

Meet a MEMBERS Financial Services Professional

New Self-Service Tools for SLFCU Credit Cards

Home Loans: Record Growth

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On the Calendar

BALANCE Webinar: Women and Money

Tuesday, March 9 • 11:30 a.m. - 12:30 p.m.

Thursday, March 18 • 6:30 p.m. - 7:30 p.m.

CU Auto Sales Used Vehicle Sale

Friday, March 19 - Saturday, March 20 • 8 a.m. - 6 p.m.

CU Auto Sales • 5901 San Mateo Blvd. NE,
Albuquerque, NM 87109

To view more information on upcoming webinars and online events, visit slfcu.org/Calendar.

Tired of getting paper statements and notices?



Switch to eStatements and we'll plant a tree in a National Forest.

Learn more: slfcu.org/Trees