

Luso Federal
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The Luso

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Meet the Staff

Every October more than 177 million credit union members in 96 countries will celebrate the credit union difference! And it is just that difference that Luso has continued to celebrate during its 38 year history. We are proud to be the sole remaining community based financial institution in Ludlow where our primary mission remains to consistently excel at fully meeting the financial needs and expectations of individuals and businesses not only in Ludlow, but in all of Hampden County. Our employees are committed to providing the service excellence you expect and deserve from your financial institution. Consistent with our motto, "You Know Us. We Know You.", we would like to help you further get to know our employees. Beginning with this newsletter, we will be featuring different Credit Union staff, and what better place to start than with the management team that greets you when you arrive at our Credit Union, Sandra Codding our Executive and Member Service Manager and Jennifer Faustino, our Assistant Member Services Manager!

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Sandra M. Salvador Codding

Title: Executive and Member Service Manager

Interests: Football, baseball, movies, reading and traveling

Favorite fall destination: Cape Cod, Vermont and Yankee Candle

What you like most about your job: I enjoy working with our members. I have the opportunity to meet and see different members all day. My job is to make sure that we have provided the best service to ensure members are completely satisfied and will continue to allow Luso to service all their banking needs.

Jennifer Alves Faustino

Title: Assistant Member Service Manager

Interests: Listening to music, watching sports, driving and taking long walks

Favorite fall destination: Adirondack White Mountains - Lake George, NY

What you like most about your job: The best part of my job is I get to interact with different people all day long!



Fall Travel Ideas

Summer vacation is over, kids are back at school and you are wishing that it was still summer so that you could do a little more traveling and enjoy the great outdoors. No worries! Fall in New England is the perfect time for day trips and long weekends!

And since the fall is typically considered "off season" you may enjoy popular travel destinations when they are less crowded and accommodations are typically discounted.

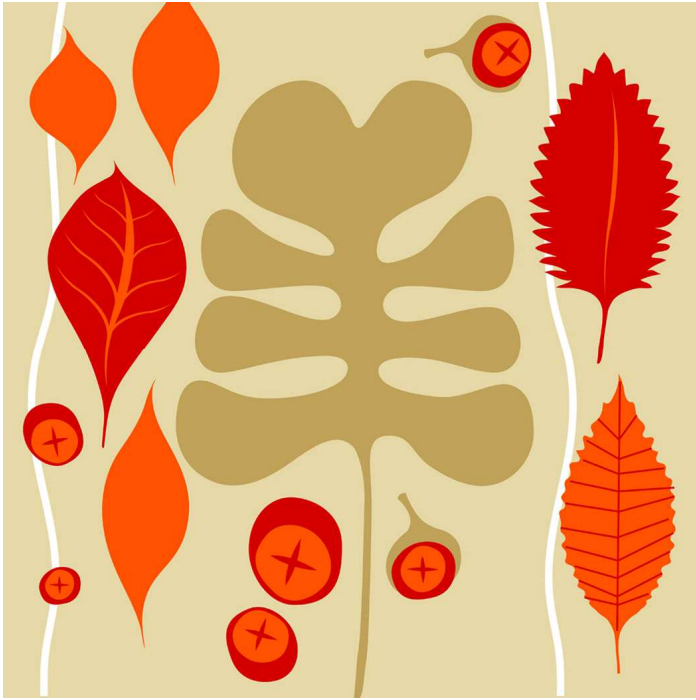
Some popular fall travel destinations include:

- 🍁 Taking a ride North to see the Fall Foliage
- 🍁 Visiting an apple orchard such as Cold Spring Apple Orchard in Belchertown, Randalls Farm in Ludlow or even Elm Knoll Farm in nearby Somers, CT (www.elmknollfarm.com)

- 🍁 Hiking at the Quabbin Reservoir and enjoying a picnic lunch with your family or friends.
- 🍁 Attending Six Flags Fright Fest beginning on October 2nd and running through November 1st.
- 🍁 Traveling to Deerfield, MA and combining a visit to Yankee Candle with a trip to Mike's corn maze in nearby Sunderland, MA. This years maze theme features Charles Darwin. Visit www.mikesmaze.com for all the details. The maze is only a short drive from Yankee Candle and will be enjoyed by both young and old!

Whether you choose to venture out to any of the destinations mentioned above or go out and explore your own family's favorite fall destination, remember to enjoy the day and have fun!

YOUTH CORNER



Fall Happenings

L C N E E W O L L A H X C S P
 S E D I R Y A H P D J E A A Q
 O Y P S A K O B U B G R R K M
 S D N E I R F E M Y O Y V M V
 P A R T I E S T P Q G S I T E
 A P P L E P I C K I N G N E F
 Q X L A N Q K A I Z U F G G O
 A W F X Z P G N N A Y Y P A O
 V Q O J C F N M P U S O U I T
 J U S T L F I Y I S O W M L B
 B K C Y W C K U C M C A P O A
 T N O E A M I Q K K C K K F L
 K W U C B U H Z I H E B I W L
 S E M U T S O C N R R B N Y U
 Y T M Z R U Q U G S Y I S C S

- Apple picking
- Carving pumpkins
- Costumes
- Foliage
- Football
- Friends

- Halloween
- Hayrides
- Hiking
- Parties
- Pumpkin Picking
- Soccer

Your Savings Plan

What are you saving for? Everyone has things they would like to buy, an iPod Touch, a Blackberry, a laptop, a new video game, etc. or things they would like to do such as see a movie with a friend, go out to eat, etc.

You work hard for your money and your money should work hard for you! By consistently saving you will reach your savings goals faster and you will be able to purchase the items you may want or need or do the things you enjoy!

Now if you save your money at your financial institution you will save money even faster as your money earns interest! Yes, your financial institution **pays you** for the use of your money! The higher the interest rate the more money you will earn.

As an example, let's say you put \$100 into an account on January 1st and the account earns a fixed rate of interest at 5%. Each month 5% interest will be added to your account. So at the end of January, assuming you have taken **no** money out of your account, you will have \$100.42 (\$100 initial deposit plus \$.42 interest). Now in February you have \$100.42 in your account and for our example we will continue to assume you have made no additional deposits and no withdrawals from your account so you will earn 5% on an account balance of \$100.42. This is an illustration of the term **compound interest**, which is simply when you earn interest on interest!

When you first start saving the interest does not seem like much money; however, over time the increases to your account through steady savings and interest will add up to a lot of money.

Now let's assume you would like to save enough money to buy a laptop computer when you enter high school. For our example let's assume the laptop costs \$800 (including sales tax) and you begin saving when you enter 5th grade so you will have a full four years to save. If you want to have \$800 at the end of four years, excluding any interest earned, you would need to save just \$3.85 a week for each week in the next four years. At the end of the four years assuming your savings earned 1% in interest, you will have accumulated \$820 in savings (\$800 you invested plus \$20 in interest).

As the following table illustrates, the sooner you start saving the less you will need to save on a weekly basis and the more you will earn in interest. Using our above laptop example, the table shows what you would need to save weekly to earn \$800 to buy a laptop for your freshman year of high school as well as the interest you would earn on your savings.

	Weekly Savings Amount	Interest Earned (1% Interest Rate)
Grade 5	\$3.85	\$20
Grade 6	\$5.13	\$16
Grade 7	\$7.69	\$12
Grade 8	\$15.38	\$8

Now take the interest that you have earned and use it to start saving for your next major purchase!

October is National Breast Cancer Awareness Month

Join **Luso Federal Credit Union** and **Uno Chicago Grill** as they team up to join in the fight against breast cancer! Please pick up your certificate for this event in our lobby and enjoy lunch or dinner at Uno Chicago Grill on **10/14, 10/25, 10/26, 10/27, 10/28 or 10/29** and up to **20% of all sales** will be donated to the Rays of Hope!

Be sure to bring your certificate with you!!

When you stop by the Credit Union during October, consider purchasing a ribbon for \$1 in honor of a loved one or friend!

Thank You For Your Support



LUSO FEDERAL CREDIT UNION

INVITES YOU TO

UNO CHICAGO GRILL

1722 BOSTON ROAD

Please present this certificate at the time of payment to have up to **20% of your check's value**, excluding tax and tip, donated to the

RAYS OF HOPE! Tickets are

not to be distributed in the

restaurant or within the

perimeter of the parking

areas. **Certificates are**

good at this location only



on October 14, 25, 26, 27, 28 and 29!

www.unodoughraisers.com

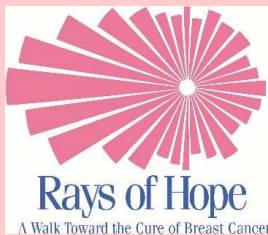


Baystate Health Foundation

VALID ON DINE-IN OR TAKEOUT!

Sunday, October 25th

Join Team Luso as we walk for a cure!



Sign up at the Credit Union today!

