

Serving all people living, working, attending church, or school in Blue Earth, Brown, Carver, Cottonwood, Faribault, Kandiyohi, Le Sueur, Lyon, Martin, McLeod, Meeker, Murray, Nicollet, Redwood, Renville, Sibley, and Watonwan Counties in Minnesota



Why Credit Unions Are Worth Celebrating

In 1924, Roy Bergengren, one of the architects of the credit union movement, reflected on what a credit union can do for people.

“The credit union is, in fact, a bridge,” Bergengren wrote in the inaugural issue of “The Bridge,” the official newsletter of the American credit union movement, which was then in its infancy. “It may be the bridge over which the tenant farmer travels the wide gap that separates him from ownership. It may be the way that opens the great land of opportunity to the wage worker, who finds his savings the ‘open sesame’ to broader possibilities for himself and his family.”

Twenty-four years later, in 1948, credit unions in America, and later around the world, began celebrating the philosophy and achievements of credit unions every year on the third Thursday in October. The theme for International Credit Union Day 2017 “Dreams Thrive Here,” harkens back to Bergengren’s sentiment, and it’s meant to serve as a reminder of how effective credit unions like SouthPoint are at helping all people chase and achieve their biggest dreams in life.

This is because, unlike other financial institutions, credit unions are not-for-profit, so their primary purpose isn’t to score record profits in order to cut distant shareholders bigger dividends checks.

Rather, the primary purpose of credit unions is—and always has been—to be of service to their members. That means you.

This people-first philosophy doesn’t just mean better service, it translates into a better financial deal for consumers. Credit unions, on average, offer higher rates of return on savings accounts, lower rates on loans, and fewer and lower fees than other financial institutions.

Through the first half of 2016, according to data collected by the Credit Union National Association, credit union members saved \$9.3 billion over what they would have paid at banks: \$1.9 billion through higher yields on savings, \$1.2 billion on lower fees, and \$6.2 billion on lower loan rates.

So, join us at any of our branches on October 19th to celebrate ICU Day. Maybe we’ll even sing* this song written for ICU Day in 1955 and published in The Bridge.

*“Hail all hail to Credit Unions
They’re life save through and through
For the cash you lay away
To combat the rainy day
For the loans you need
To make your dreams come true!”*

*Don’t worry—we won’t. We actually want you to come!

INSIDE

Managing Student Loans
New Website
Hutchinson Grand Opening & Member Event Photos 2

My Point of View
Love My Credit Union Rewards
CU Forward Day 3

Stay Invested
Holiday Club 4

Co-op Month
FIC Scholarships
Skip-a-Payment 5

CALENDAR

Thanksgiving - CLOSED
November 23, 2017

Holiday Open House
December 1, 2017

Santa Day
December 2, 2017

Christmas Day - CLOSED
December 25, 2017

New Year’s Day - CLOSED
January 1, 2018



#ICUDAY

THURS. OCT. 19



SUPPORTED BY



Top Tips for Managing Student Loans



Does someone in your family have student loans coming due soon? Most graduates cannot believe how fast the 6 month grace period ends and the loan repayment clock starts

ticking -- and feeling a little panicky about how to manage those loan payments! With student loan debt surpassing credit card debt for the first time in history, it's a concern for anyone recently graduated from college: young or old, student or parent.

Help is here! Through our partnership with LSS Financial Counseling, SouthPoint members can receive free Student Loan Repayment Counseling. Whether you are about to make your first payment, struggle to stay current, or want to learn more about loan forgiveness programs, LSS can help you understand all your options and the steps to take to reach your goals with student loans.

Here are three quick tips to get started on an action plan:

• **Know what you owe.** Graduates often owe a mix of federal and private student loans, all with different servicers. Your repayment options depend on what types of loans you have.

You can find a list of your federal loans at the Department of Education's www.nslds.ed.gov site, and find your private loans listed on your free annual credit reports at www.annualcreditreport.com

• **Learn about your repayment plan options.** Federal student loans have different repayment options aimed at keeping your loans affordable. You can opt for the standard 10 year plan, stretch it out repayment over 25 years, or request a payment based on your income and family size. Sometimes lowering your monthly payment, or consolidating loans, can work better for your budget. Research your options at www.studentaid.gov.

• **Explore loan forgiveness.** If you work for a government agency on any level, a 501c3 non-profit, or another non-profit providing health or public safety services you may qualify to have your Federal student loans forgiven after 120 payments on those loans.

Need help navigating student loans? One benefit of our credit union is that members have access to free, confidential, and expert help through LSS Financial Counseling. To schedule a visit, call LSS at 1-800-528-2926 or visit our partnership page at www.lssmn.org/southpoint.



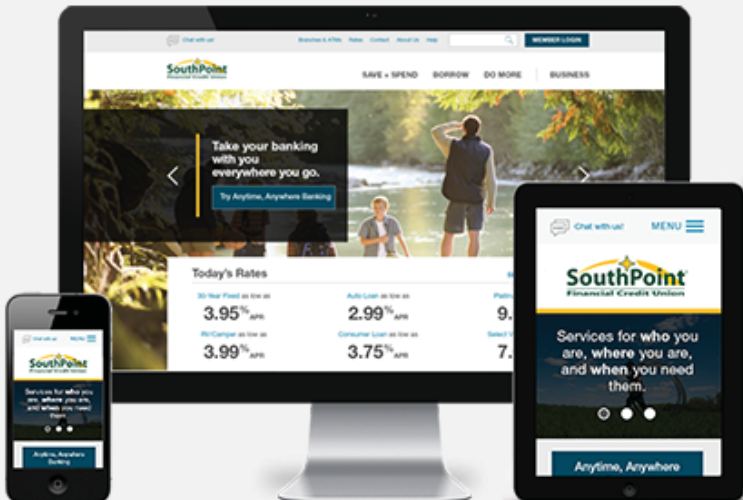
Check Out Our New Website

by Kim Peterson, Marketing Specialist

As you can imagine, southpointfinancial.com receives a lot of web traffic each day. To help you find what you need when you need it, we've greatly improved the usability and look and feel of the website.

Upon visiting southpointfinancial.com, you'll be presented with improved navigation, an enhanced blog, a more user-friendly branch and ATM locator, new Home Lending Center, and more.

This is your website. Check it out and give us your honest feedback at wearelistening@southpointfinancial.com.



Hutchinson Grand Opening Event

Thank you to all who joined us in celebrating the opening of our Hutchinson branch on September 14th. Special thanks to Qdoba for catering the taco bar, Michael Shynes for the live music, KidAgain for the bounce house and slide, and KARP for featuring us on the radio.



My Point of View

This time of year is one of my favorites to be part of SouthPoint. Each year, during the month of October, we celebrate cooperatives and credit unions alike with Co-op Month throughout the month and International Credit Union Day on October 19th.

These celebrations remind us where our roots began. The cooperative movement started in the U.S. in the late 1700's with the first financial cooperative, a credit union, popping up in the U.S. in New Hampshire in 1909.

SouthPoint opened its doors in 1936 - shortly after President Franklin Delano Roosevelt signed the Federal Credit Union Act into law. Since then, credit unions have grown steadily and we're proud to be one of several thousand credit unions in the U.S. today.

This year's theme for ICU Day is, "Dreams Thrive Here." The theme a celebration of how credit unions help people achieve their biggest goals in life. Whether your dream is buying a home or starting a business, we're proud to stand by your side through the process.

Thank you for choosing to be a loyal member of SouthPoint. Without you, our cooperative wouldn't exist!



Dick Nesvold
CEO

SouthPoint Members Get Exclusive Discounts from Love My Credit Union Rewards

Everyone loves to save, especially on products and services you use every day. That's what Love My Credit Union Rewards is all about.



Members have saved nearly \$2 billion in discounts from valued partners through Love My Credit Union Rewards. You can save too with valuable discounts from these partners:

- ♥ \$100 cash reward with every new line switched to **Sprint!** Current customers will receive \$50 for every line transferred. Plus, a \$50 loyalty reward every year for every line!*
- ♥ Save up to \$15 on **TurboTax** federal products!
- ♥ Get an exclusive smoke communicator and a \$100 gift card with a new ADT monitored home security system.
- ♥ Get trusted protection at true savings with **TruStage Auto & Home Insurance Program.**
- ♥ Shop and get cash back at over 1,500 online retailers with **Love to Shop.**

To find out more and learn about other valuable discounts, visit LoveMyCreditUnion.org. You get all these offers and discounts just for being a member of SouthPoint.

*Activ. Fee: Up to \$30/line. Credit approval req. Sprint Credit Union Member Cash Rewards Offer: Offer Ends 12/31/2017. Avail. for eligible credit union members and member employees (ongoing verification). Tax ID req. to establish business acct. Switch to Sprint and receive a \$100 cash reward for each new smartphone line activation. Reqs. port-in from an active number (wireless or landline). Existing customers receive a \$100 cash reward for each new smartphone line activation and/or a \$50 cash reward for each smartphone line transferred to program. New lines req. activation at point of sale. Max 15 lines. Sprint acct must remain active and in good standing for 31 days to receive Cash Reward. Excludes MBB devices, tablets and Sprint Phone Connect, upgrades, replacements and ports made between Sprint entities or providers associated with Sprint (i.e. Virgin Mobile USA, Boost Mobile, Common Cents Mobile and Assurance.) May not be combinable with other offers. \$50 Loyalty Cash Reward: Members can earn one \$50 cash reward annually when Sprint acct remains active and in good standing for 1 year. Max 15 lines. Cash Reward: Cash Reward issued by CU Solutions Group. Allow 6-8 wks for Cash Reward to be deposited to your Credit Union acct. If the Cash Reward does not appear after 8 wks, visit lovemycreditunion.org/sprintrewards. Other Terms: Offers/coverage not avail. everywhere or for all phones/networks. May not be combinable with other offers. Offer, terms, restrictions, and options subject to change and may be modified, discontinued, or terminated at any time without notice. Restrictions apply. © 2016 Sprint. All rights reserved. Sprint and the logo are trademarks of Sprint. Other marks are the property of their respective owners.



CU Forward Day

by Tanja Hansen, Marketing Specialist

CU Forward Day is a statewide day of Minnesota's credit unions spreading kindness in the communities they serve. The day is held annually on Columbus Day, a federal holiday on the second Monday of October.

At SouthPoint, we decided to close the branch lobbies and our administrative building for the day in order to devote as many resources as possible to giving back to the communities in which we serve. Our remote branch and drive ups remained open for business throughout the day. Over 60 SouthPoint employees participated in projects with local food shelves, humane societies, libraries, schools, senior centers, and more.

Visit us on Facebook and search #CUForwardDay to see photos!





Why You Should Stay Invested Through Tense Times

Crisis pass, and markets eventually regain equilibrium.

Bob Skillings
Financial Advisor

Joe Tauer
Financial Advisor

We have seen some uneasy times lately. Uneasiness impacts the financial markets. When it does, we all need to keep some long-term perspective in mind. Those who race to the sidelines and exit equities may regret the choice when crises pass.

Wall Street loves calm. Traders literally want “business as usual,” every day. If breaking news disrupts that calm, it can rattle the market – but every investor must realize that these disruptive events are exceptions to the norm. (If the major Wall Street indices rollercoasted dramatically every day, who would invest in stocks to begin with?)

History shows how the market has bounced back in the past. You probably know the old financial industry saying, “Past performance is no guarantee of future results.” That is certainly true, but it is also true that the major indices have staged some impressive recoveries when confronted with turbulence.

We do not need to look back very far to see some of this resilience. In May, the S&P 500 posted a single-day loss of 1.8%. Just three market days later, 85% of that loss had been recovered. Remember the stunning Brexit vote in the United Kingdom? The S&P fell 5.3% in the two trading days after that news broke. It took about a week to gain all of that back.1

When China startlingly devalued the yuan in August 2015, there was a true correction in the S&P; it lost 11%. In roughly two months, it was back at its former level.1

Looking back further, we can be encouraged by how stocks rebounded after the unthinkable shock of 9/11. Wall Street was closed for five calendar days after the attack; on September 17, 2001, the Dow slid 7.1% (684 points). It would eventually drop more than 14%. The S&P 500 retreated 11.6% during the week when the market reopened. Even so, one month later, the three major U.S. equity benchmarks had recouped their losses.2

Stock market corrections happen regularly. In fact, this current period is one of the calmest on record. As the summer of 2017 wraps up, the S&P 500 has gone more than a year without a 5% dip. The last stretch this long without a 5% pullback was in 1995, and this has happened only six times since 1950.3

Back on May 17, the Dow slipped 373 points. Yet with the index comfortably above 20,000, that single trading session saw only a 1.8% retreat. A 1,000-point, single-day fall for the Dow 30 is now a possibility. If the Dow drops 1,000 points in a day for the first time, investors will be shocked – but they should remember that the Dow also rises.4

For more information on investing, contact Bob Skillings or Joe Tauer, Financial Advisors with SouthPoint Financial Services.

Bob Skillings
706 N German St. New Ulm, MN 56073; 877-794-6712; Direct: 507-233-5624; Cell: 507-217-9038; Fax: 507-233-5601; bob.skillings@southpointfinserv.com

Joe Tauer
1250 Highway 15 South Hutchinson, MN 55350; 877-794-6712; Direct: 320-455-9860; Fax 320-455-9861; joe.tauer@southpointfinserv.com

Securities and advisory services offered through Cetera Advisor Networks LLC, member FINRA/SIPC. Investments are: • Not FDIC/NCUSIF insured • May lose value • Not financial institution guaranteed • Not a deposit • Not insured by any federal government agency. Cetera is under separate ownership from any other named entity.

This material was prepared by MarketingPro, Inc., and does not necessarily represent the views of the presenting party, nor their affiliates. All information is believed to be from reliable sources; however we make no representation as to its completeness or accuracy. Please note - investing involves risk, and past performance is no guarantee of future results. The publisher is not engaged in rendering legal, accounting or other professional services. If assistance is needed, the reader is advised to engage the services of a competent professional. This information should not be construed as investment, tax or legal advice and may not be relied on for the purpose of avoiding any Federal tax penalty. This is neither a solicitation nor recommendation to purchase or sell any investment or insurance product or service, and should not be relied upon as such. All indices are unmanaged and are not illustrative of any particular investment.

- Citations.
- 1 - businessinsider.com/stock-market-news-buy-the-dip-bulletproof-rebound-2017-8 [8/15/17]
 - 2 - investopedia.com/financial-edge/0911/how-september-11-affect-ed-the-u.s.-stock-market.aspx [9/11/17]
 - 3 - investopedia.com/news/why-stock-market-correction-may-rattle-investors/ [7/18/17]
 - 4 - latimes.com/business/hiltzik/la-fi-hiltzik-market-corrections-20170530-story.html [5/30/17]



Holiday Club funds are available on November 1st. For details on how to open this special savings account, call 877-794-6712 or visit southpointfinancial.com

SouthPoint Celebrates National Co-op Month

SouthPoint is celebrating National Cooperative Month in October, along with 40,000 other cooperative businesses serving more than 120 million people nationwide. "Cooperatives Commit" is the theme of this year's celebration, when cooperatives across the nation engage in efforts to make more people aware of the advantages of the cooperative business model.

As member-owned and member-controlled businesses, cooperatives commit to meeting the needs of their members and communities, rather than generating returns for distant investors.

"This year's theme is right on target, because co-ops commit in so many ways to meeting the needs of their members and building stronger communities," says Dick Nesvold, CEO.

Consider these ways that co-ops commit:

Cooperatives Commit to Community

The seventh cooperative principle is Concern for Community. Cooperatives work for the sustainable development of their communities through employee involvement in local organizations, through charitable contributions to community

efforts and through support for schools.

Cooperatives Commit to Jobs

Cooperatives generate jobs in their communities, keep profits local and pay local taxes to help support community services. Cooperatives often take part in community improvement programs, ensuring that everyone has an opportunity to benefit from the cooperative experience.

Cooperatives Commit to Trust

Most co-ops strive to adhere to seven key cooperative principles, which combine to help build trust between the co-op, its members and the community. For example, the first principle is Voluntary and Open Membership, which means that we are a voluntary organization open to all people to use our services and willing to accept the responsibility of membership. The second principle, Democratic Member Control, gives members a voice in the cooperative's policies and decisions. Through the fifth principle, Education, Training and Information, we enable members to contribute to the development of our cooperative.

Cooperatives Commit to a Better World

Through all of the above ways, cooperatives build a better world.



\$10,000

IN SCHOLARSHIPS AVAILABLE

Past scholarship member winners:



Amber H. - 2015



Jacob G. - 2015



Harley B. - 2016

Any individual attending post-secondary school in the fall of 2018/spring 2019 is eligible. Visit southpointfinancial.com for more information.



tied up
IN HOLIDAY EXPENSES?

Skip your November or December loan payment*

*Visit southpointfinancial.com for details and easy online application. This offer is for consumer loans ONLY and does not apply to real estate, credit cards, ready reserve loans, commercial loans, etc. Federally insured by NCUA, Equal Housing Lender.



924 East Main Street
Sleepy Eye, MN 56085

Savings Rates: Effective Date: 10/1/2017 **Loan Rates:** Effective Date: 10/1/2017

Type of Account	Annual Percentage Yield (APY)*	Type of Loan	Annual Percentage Rate (APR)**
Share Savings	.25%	VISA (as low as)	7.00%
EzStart/Ez\$ (up to \$5,000)	2.53%	New Car (as low as)	2.99%
EzStart/Ez\$ (exceeds \$5,000)	.40%	Used Car (as low as)	2.99%
Money Market	.25% - .70%	Camper (as low as)	3.99%
Holiday Club (max balance \$5,000)	.40%	Ag Operat. (as low as)	4.25%
IRA (\$1,000 minimum deposit)	.75%	Ag Real Estate (as low as)	4.00%
Share Certificates		Ag Resid. Rental (as low as)	4.25%
3 Month	.30%	Ag Building (as low as)	4.75%
6 Month	.60%	Ag Mach/Equip (as low as)	4.00%
12 Month	.85%	Member Loan (as low as)	6.99%
18 Month	1.00%	Share Savings Secured	
24 Month	1.00%	(as low as)	3.75%
36 Month	1.00%	Ready Reserve	15.00%
Step Up Certificate (\$1,000 minimum deposit)		Mortgage Loans	
24 Month	1.10%	15 Year, 30 Year Fixed Rate and	
36 Month	1.25%	other programs available.	
IRA Certificate (\$2,500 minimum deposit)		Home Equity Line of Credit	
24 Month	.85%	(as low as)	1.99%
IRA Step Up Certificate (\$2,500 minimum deposit)			
24 Month	.80%		

*APY = Annual Percentage Yield
 **APR = Annual Percentage Rate
 ***Interest rates are subject to change based on the type of loan, the collateral, loan to value, borrower's credit history, account relationship, and automatic payments. Rates disclosed are the lowest rates available at SouthPoint Financial. Other conditions may apply.

All rates are subject to change. All rates quoted are listed in percent. Payment Examples: Consumer Loan: \$1,000.00 borrowed for 12 months with an APR of 6.00% would have a monthly payments of \$86.07. Mortgage Loan: \$100,000 borrowed for 360 months (30 years) with an APR of 6.00% would have a monthly payment of \$599.55. The payment example does not include amounts for taxes and insurance premium, if applicable, and that the actual payment obligation will be greater. The terms listed are the maximum term available for qualified borrowers.

Sleepy Eye
920 East Main St.
Sleepy Eye, MN 56085

Springfield
975 West Central St.
PO Box 80
Springfield, MN 56087

New Ulm
706 North German St.
New Ulm, MN 56073

North Mankato
1800 Commerce Dr
Suite A
North Mankato, MN 56003

Lobby Hours:
M-F 8:30am - 4:30pm
S 8:30am - Noon

Drive-Up Hours:
M-F 8am - 5pm
S 8am - Noon

Hutchinson
1250 Highway 15 South
Hutchinson, MN 55350

Lobby & Drive-Up Hours:
M-F 8:30am - 4:30pm
S 8:30am - Noon

St. Peter
105 South Third St.
Suite #100
St. Peter, MN 56082

Lobby Hours
M-Th 8:30am - 5pm
F 8:30am - 5:30pm

Member Solutions
M-F 8am - 6:30pm
S 8am - Noon
membersolutions@
southpointfinancial.com

Office Numbers
877-794-6712 - Toll Free
507-794-5540 - Fax
Call 24 (24hr Banking)
877-794-5355

To report a lost/stolen debit card, call main office during business hours or 800-554-8969 after hours.

To report a lost or stolen credit card, call 877-221-6947

