



## Central Connection Spring 2017

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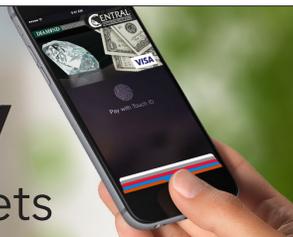
### Limited-Time Balance Transfer Promotion



Transfer balances to a Visa Diamond card before May 31 and get 2% of the transfer back as a bonus deposited into you checking or savings account!

**Call 800-527-1017 for Details!**

### New Technology: Apple Pay and Mobile Wallets



Central One is excited to announce that we are live with Apple Pay, Samsung Pay, Android Pay and Microsoft Wallet!

A mobile wallet is similar to a traditional wallet in that it stores all of your credit and debit card information in one place. By using a near-field communication (NFC) chip in your smartphone, mobile wallets offer a faster, simpler, secure way to pay for transactions. When you use your mobile wallet, your Central One card number is never shared with the merchant and is not stored on the device - further protecting your personal information.

**Instructions available at:**

[www.centralfcu.com/personal/mobile-wallets](http://www.centralfcu.com/personal/mobile-wallets)

Whether you're using Apple Pay, Samsung Pay or another mobile wallet, you will be pleasantly surprised how fast, secure and convenient mobile payments can be - giving you more time to shop or relax.

### Branch News: Auburn Branch Relaunch



We're weeks away from the relaunch of our Auburn branch located at 63 Southbridge Street.

Constructed a decade ago, Auburn is now our fastest growing location and supports more than nine thousand members each year. To celebrate it's 10 year anniversary, we've expanded and renovated inside and out.

**The project will be completed on April 26, 2017.**

The expansion and renovation included:

- New ATM with easier drive-up access
- Improved branch layout and design
- Double the parking
- Additional drive-up lane for faster service
- Safe deposit boxes
- Coin machine

We hope you'll stop by and see what the future of banking has to offer.

**IMPORTANT NOTICE:** Please review the Central One Federal Credit Union Rate and Fee Schedule as updates have been made: <https://www.centralfcu.com/resources/rates>

# Is Women's Wealth Growing Faster Than Men's Wealth?

One study says yes. Two major factors may be influencing the trend.

Article provided by: Jeff Singer, Financial Advisor *W.F. Financial Services*



Picture the women of the world growing wealthier. It's happening right now. Research from the Boston Consulting Group affirms this development. BCG, a leading business strategy advisor, says that as the world grew 5.2% wealthier between 2015 and 2016, women's wealth grew 6.6%. In total, women own about \$39.6 trillion in assets worldwide, and possess a 5% greater share of global wealth in 2016 than they did in 2011.<sup>1</sup>

What are some of the reasons behind this shift? One reason is that more women are becoming successful business owners. Census Bureau data from 2012 (the most recently available year, at this writing) shows women owning 36% of U.S. businesses, a 30% leap from the levels of 2007. As the ranks of middle market companies rose 4% from 2008-2014, the number of women-owned or women-led middle market firms soared by 32%.<sup>2</sup>

This has all taken place even though female entrepreneurs typically start a business with 50% less money than their male peers, according to research from the National Women's Business Council. Perhaps most impressive has been the growth of businesses owned by Latina and African-American women. American Express OPEN found that from 1997-2015, the number of U.S. firms owned by Latinas increased by 224%. Simultaneously, the number of businesses owned by black women rose by 322%. African-American women started up companies at six times the national average during those 18 years.<sup>2,3</sup>

Beyond the business world, there is a second major reason for the increased net worth of women. They are acquiring or inheriting significant wealth from parents, spouses, or relatives, some of whom are millionaire baby boomers or members of thriving business-class households in emerging economies.<sup>1</sup>

In reference to the latter phenomenon, the net worth of women who live in Asia-Pacific nations other than Japan has risen by an average of 13% a year since 2011. Globally, assets under management owned by female investors grew 8% per year in that time.<sup>1</sup>

The BCG white paper projects that women may grow even wealthier by 2020. It forecasts that by then, women will control \$72.1 trillion of assets around the globe, thanks to their collective wealth increasing by about 7% a year.<sup>1</sup>

Contact Jeff Singer for a no-cost, no-obligation appointment  
**508-841-0635 or [jsinger@centralfcu.com](mailto:jsinger@centralfcu.com)**

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# SHRED DAY is Back!

Are you looking for a safe and secure way to dispose of sensitive documents?

Central One has again partnered with E.L. Harvey to offer **FREE** personal paper shredding as a benefit to credit union members!

No sign up necessary. Simply show up with your documents to be shredded and E.L. Harvey will take care of the rest.

**Saturday, April 22**

**9am - 11:30am**

Auburn 63 Southbridge St  
Northborough 148 Main St

**Saturday, April 29**

**9am - 11:30am**

Shrewsbury 714 Main St  
Westborough 40 South St

Shred Day is provided as a benefit for Central One members. Shred bags are available at any full-service branch. **Limit 3 bags per member.**

**Documents only.** We can **not** accept boxes, binders, magazines or books.

## Did you know?

Central One is a **NOT-FOR-PROFIT** financial institution.

Instead of amassing profits, we reinvest our earnings in you!

Better rates, better terms, world-class service.

# Member Tribute Month

Each year, Central One throws a month-long thank you party to celebrate you! This year, Member Tribute Month kicks off on April 29 at our newly renovated Auburn Branch. Each Saturday, we'll celebrate at another branch.

**Saturday Fun Day festivities include:** gifts, cash drawings, money-grab machine, magician and clown, free food and Oakie!

## Auburn

Saturday 4/29: 10:30am-12:30pm

## Westborough

Saturday 5/6: 10:30am-12:30pm

## Northborough

Saturday 5/13: 10:30am-12:30pm

## Shrewsbury

Saturday 5/20: 10:30am-12:30pm

Stop by the week following each Saturday Fun Day for more free giveaways and drawings.

M	T	W	TH	F	Saturday Fun Day!
4/24	4/25	4/26	4/27	4/28	4/29 <b>Auburn</b> 10:30am-12:30pm
5/1	5/2	5/3	5/4	5/5	5/6 <b>Westborough</b> 10:30am-12:30pm
5/8	5/9	5/10	5/11	5/12	5/13 <b>Northborough</b> 10:30am-12:30pm
5/15	5/16	5/17	5/18	5/19	5/20 <b>Shrewsbury</b> 10:30am-12:30pm
5/22	5/23	5/24	5/25	5/26	

Full Calendar at [www.MemberTributeMonth.com](http://www.MemberTributeMonth.com)

Visit [www.MemberTributeMonth.com](http://www.MemberTributeMonth.com) and enter to win cash prizes!

## Are You Spending Too Much on Insurance?

(Hint: Most Likely)

Article provided by: Lisa Griffiths, Insurance Executive, Oak Tree Insurance Agency

At Oak Tree Insurance Agency, we meet with hundreds of members each year to maximize their insurance savings. During these meetings, we more-often-than-not find that the member is paying too much on their current policies - either because they have "too much policy" or they are missing out on significant cost-saving discounts.

When you meet with an Oak Tree Advisor, we start by reviewing your current policies and assessing your unique insurance needs. We'll discuss your current coverage, identify any lapses in coverage, where you're paying for "too much policy", and any potential discounts for which you may qualify. From there, we'll compare offers from multiple insurance providers and develop a custom insurance package that maximizes your cost-savings while not skimping on the coverage you need for you or your business. Plus, as a Central One member, you automatically qualify for a group discount on auto policies.

If you decide to become an Oak Tree Insurance customer, we'll handle the paperwork to make the switch as painless as possible. And, you can rest assured that we'll review your policies every year to make sure you're still receiving the best package for your needs.

To schedule a 30 minute insurance review, call Oak Tree Insurance at 508-841-0515 or email Lisa Griffiths at [lgriffiths@centralfcu.com](mailto:lgriffiths@centralfcu.com).



Oak Tree Insurance (Oak Tree Insurance Agency, LLC) is an affiliate of Central One Federal Credit Union. Business conducted with Oak Tree Insurance is separate and distinct from any business conducted with the Credit Union. Insurance products are not deposits of Central One and are not protected by the NCUA. They are not an obligation of or guaranteed by the credit union and may be subject to risk.

Insurance required as a condition of the extension of credit by Central One may be purchased from an agent or insurance company of the member's choice without affecting the approval of the application for credit. If you have any concerns or complaints regarding this relationship, you may contact the Massachusetts Office of Consumer Affairs (OCA). For information on how to contact the OCA, visit <http://www.mass.gov/oca>. See the Oak Tree Insurance consumer disclosure for complete details.



## Home Equity Lines of Credit as low as

# 3.25%<sup>APR\*</sup>

Adjusts with Prime.

Adjustments capped at one per year!

Apply Today!

[www.centralfcu.com](http://www.centralfcu.com)  
800-527-1017

\*Rate is Prime minus 1% with a floor rate of 3.25% APR on 3/9/2017. The Prime Rate is published by the Wall Street Journal and can be found at the WSJ website. Actual rate will be determined based on credit history, term, loan to value and other factors. Call a lending specialist at 800-527-1017 for more information.



We're not a bank. We're Better!

# Important Information

## Shrewsbury Branch

714 Main Street  
Shrewsbury, MA 01545  
508-842-7400

Monday: 7:00am - 6:00pm  
Tuesday: 7:00am - 4:30pm  
Wednesday: 7:00am - 4:30pm  
Thursday: 7:00am - 6:00pm  
Friday: 7:00am - 5:00pm  
Saturday: 8:30am - 12:30pm

### Extended Drive Up Hours

Tuesday: 7:00am - 5:00pm  
Wednesday: 7:00am - 5:00pm  
Friday: 7:00am - 5:30pm  
Saturday: 8:30am - 1:00pm

## Auburn Branch

63 Southbridge Street  
Auburn, MA 01501  
508-832-2100

Monday: 7:00am - 6:00pm  
Tuesday: 7:00am - 4:30pm  
Wednesday: 7:00am - 4:30pm  
Thursday: 7:00am - 6:00pm  
Friday: 7:00am - 4:30pm  
Saturday: 8:30am - 12:30pm

### Extended Drive Up Hours

Friday: 7:00am - 5:00pm  
Saturday: 8:30am - 1:00pm

## Northborough Branch

148 Main Street  
Northborough, MA 01532  
508-393-8112

Monday: 7:00am - 6:00pm  
Tuesday: 7:00am - 4:30pm  
Wednesday: 7:00am - 4:30pm  
Thursday: 7:00am - 6:00pm  
Friday: 7:00am - 4:30pm  
Saturday: 8:30am - 12:00pm

### Extended Drive Up Hours

Friday: 7:00am - 5:00pm

## Westborough Branch

40 South Street  
Westborough, MA 01581  
508-366-5553

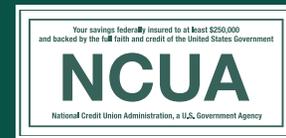
Monday: 7:00am - 6:00pm  
Tuesday: 7:00am - 4:30pm  
Wednesday: 7:00am - 4:30pm  
Thursday: 7:00am - 6:00pm  
Friday: 7:00am - 4:30pm  
Saturday: 8:30am - 12:00pm

## Member Support Call Center

508-842-7400 or 800-527-1017  
Monday - Friday: 7:00am - 6:00pm  
Saturday: 8:30am - 3:00pm

## Upcoming 2017 Closures

Monday, May 29	Memorial Day
Tuesday, Jul 4	Independence Day
Monday, Sep 4	Labor Day
Monday, Oct 9	Columbus Day
Saturday, Nov 11	Veteran's Day
Thursday, Nov 23	Thanksgiving
Monday, Dec 25	Christmas



Your savings federally insured to at least \$250,000 and backed by the full faith and credit of the United States Government. National Credit Union Administration, a U.S. Government Agency.

Products and services provided by W. F. Financial Services and Oak Tree Insurance are not NCUA insured.

## Senior Management

President/CEO  
Chief Financial Officer  
SVP of Lending  
AVP of Commercial Lending  
AVP of Human Resources  
AVP of Info. Sys. & Technology  
AVP of Member Support  
AVP of Operations  
AVP of Retail Services  
Controller

David A. L'Ecuyer  
Michael P. Rooney  
Jeffrey A. Dunn  
Michael T. Murphy  
Kerry R. Crutchley  
Neal R. Reardon  
Christine M. Bates  
Karen E. Mills  
David V. Kaiser  
Joseph D. Rollo

## Branch Managers

Auburn  
Northborough  
Shrewsbury  
Westborough

Owen J. Russell  
Scott R. McCarthy  
Joan M. Day  
Alan Bo Daley

## Board of Directors

Roland G. Carlson, Chair  
James S. Chalke, Vice-Chair  
Jeffrey M. Pond, Secretary  
Christine A. Baril  
Diane L. Collins  
Carl W. Masshardt  
Robert H. McLaren  
Anthony Pini  
Elaine Racine

## Associate Directors

Keith P. Early  
Charles M. Giacoppe  
Joshua P. LaPan  
Gregory J. O'Connor

## Supervisory Committee

Gregory J. O'Connor, Chair  
Christine A. Baril  
Michael J. Cavanaugh  
Thomas E. Davey

## Deposit checks with your smartphone

### After branch hours?

Deposit your check securely using the Central One Mobile App!



or visit [www.centralfcu.com](http://www.centralfcu.com) for more information

# Better than a CD

## Senior Sense Share Certificates

find out if you qualify, call 800-527-1017

Premium certificate with rates  
AS HIGH AS **2.25%** APY\*  
**60-Month Term**

