

SHINING A LIGHT **ON YOUR CREDIT UNION**

AUGUST 17TH, 2026 6:30 PM – 7:15 PM





WELCOME

DEVEN MCDONALD, BUSINESS DEVELOPMENT MGR.





YOUR PRESENTERS



DEVEN MCDONALD

Business Development
Manager



JAY ERNST

Chief Lending Officer



WHITNI UPTON

Member Service
Manager



RYAN MARKS

Member Service
Representative



RAY SMITH

VP of IT

We were fortunate to have several of our staff join during the live webinar to share their expertise.



LOAN BENEFITS

JAY ERNST, CHIEF LENDING OFFICER



FIRST-TIME BORROWER LOAN

- Great introductory program for new borrowers
- Collateral loan excluding mortgage
- Rate as low as 3.25% up to \$25,000
- Amounts over \$25,000 will utilize the average of the First-Time Borrower Loan rate and the collateral loan rate rounded up to the next 0.25%



Jay Ernst, Chief Lending Officer, provided an overview of one of our newest loan products; the First-Time Borrower Loan. This loan was formulated to introduce new members to the ease and benefits of doing a collateral loan with MECECU. It is also a great tool to get young members a head start on building their credit with their first collateral loan.

PERSONAL & COLLATERAL OPTIONS

- New & used auto/motorcycle loans
- Personal loans
- Visa credit cards
- Other titled collateral loans
- Student loans
- Farm equipment
- Livestock loans



When you have a financial need, look to MECECU first for your loan needs. We offer a full array of loan options that are built to benefit you.

MORTGAGE OPTIONS

- Home Equity Line of Credit (HELOC)
- Land loans
- Construction loans
- Variable rate mortgage loans
- Fixed rate mortgage loans
- Investment property loans
- Second home loans
- Out-of-state mortgage



Not only do we offer personal and collateral loans, we can help you build or buy your dream home. We have a seasoned staff ready to assist you through the mortgage loan process.

LOAN PERKS

- No refinance fees on consumer loans
- No early payoff fees
- We give ALL of our owners the best rate right away
- We can assist you from afar, no need to come to Jefferson City for a loan
- Auto loans rates are very good right now
- Updated rates can be found online at www.mececu.com/accounts/rates/



Jay made a point to summarize the MECECU advantage when it comes to loans. We can't guaranty we will always be the lowest rate you can find, but we encourage you to check with us first. We build our loan programs for the benefit of our member/owners, so we are always working to provide exceptional value.

CREDIT BUREAUS

- What does it take to generate a credit score and how is it generated?
 - Have an active trade line reporting for at least six months
 - Payment history 35%
 - Capacity at or below 30%
 - Length of history 15%
 - Credit mix 10%
 - New credit 10% - *avoid too many new debts*



Credit reports play a major role in the loan process, so Jay provided an overview of how credit bureaus work and how the score is determined.

CREDIT BUREAUS

- What hurts a credit score?
 - 30-day late pay can decrease the score by 60-110 points
 - Collection account may decrease the score by 50-100 points
 - Capacity - *if over 30% of revolving limits, new debts, credit mix*
 - New debt may reduce the credit score by 15



CREDIT BUREAUS

- How may I improve my credit score?
 - Pay on time
 - Lower debt - *keep below 30% capacity*
 - Keep old cards open
 - Fix errors



CREDIT BUREAUS

- How can I review my credit report:
 - www.annualcreditreport.com - *may retrieve one free copy per year*
 - Call 877-322-8228
- Keep in mind that we are here to help you maintain and improve your credit score, which can help you save THOUSANDS!





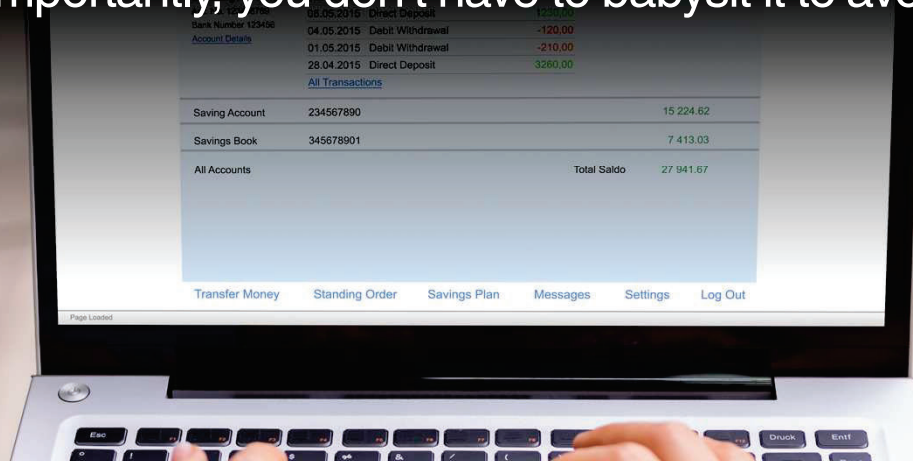
MEMBER SERVICE BENEFITS

WHITNI UPTON, MEMBER SERVICE MANAGER



CHECKING BENEFITS

- One of our most valuable services
- Pays a 0.25% dividend
- Free: checks, contactless debit cards, overdraft protection, and access to 70K+ surcharge free ATMs
- No minimums
- Provides additional flexibility to access your savings
- No holds on deposits
- And most importantly, you don't have to babysit it to avoid fees



Whitni Upton, Member Service Manager, provided an overview of one of our most beneficial services; the checking account. She detailed the benefits and pointed out that all checking accounts are not the same. Most financial institutions lay a series of "fee mines" that can detonate when you don't meet the account restrictions. Whitney was quick to point out that our checking accounts are built to create easy access to your money without all of the restrictions. We encourage our members to open a checking account and learn how we are "The Bright Choice" for your checking needs.

SAVINGS BENEFITS

- Club accounts
 - 2.0% APR with 3 options to choose from
- Certificates of Deposit (CD)
 - 48-month Board-approved special
 - Terms from 3-60 months
 - Free bump-up option
 - Adults can start one for as little as \$500, minors as little as \$100
- Individual Retirement Accounts (IRA)
- Health Savings Account (HSA)



It is a great time to be a saver at MECECU. CD rates are still very strong and can be opened for as little as \$500 for an adult and \$100 for a child. In addition, we have excellent IRA & HSA programs that are built to save the members money and provide easy access to their funds.

MOBILE BANKING

- External transfers
 - Transfer from the convenience of your phone
 - Have us transfer for you and have same-day capability
 - Rapid transfer option
- Internal member transfers
 - Member-to-member transfers
 - Linked credit union accounts
- Learn how to manage your account from your phone using our “How-To Library”
- Mobile deposit without holds on funds



Our mobile application is an excellent tool to access your money at MECECU 24/7/365. Our members can use our app to move money quickly and conveniently to and from another financial institution, allowing them to utilize the financial advantages of MECECU, but providing them local access to their funds. We have options that allow members to move money instantly to other MECECU members as well. Our "How-To Library" provides walk through videos to help you navigate these options as well as many others. Lastly, and some would argue, most importantly, MECECU allows access to your mobile deposit funds within a matter of minutes! Most institutions, will hold a portion or all of your deposited funds for days. But because you are a member/owner, we allow quick access for your financial needs.



FINANCIAL SECURITY

RYAN MARKS, MEMBER SERVICE REPRESENTATIVE



WHAT NOT TO DO

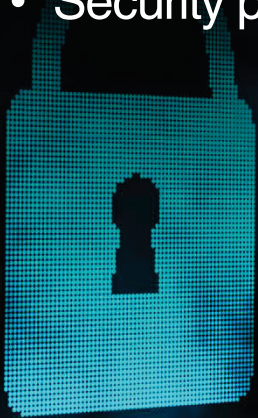
- DO NOT panic during calls - scammers will use fear to push you into hasty decisions (a real person will assure you, a scammer will use fear as a tactic)
- DO NOT give out your login credentials (we've been saying this years, but people are still doing it)
- DO NOT deposit checks or other items unless you know they are for a legitimate reason
- DO NOT change cash/funds into gift cards



Ryan Marks, Member Service Representative, provided some tools and tips to safeguard your money. One of the key take-aways is to not panic when someone is pressuring you. If you are not confident the situation is legitimate, hang up the phone and call us. And never, ever give someone your login credentials to your online banking.

WHAT TO DO

- Freeze your 3 credit bureaus (you can toggle them on/off):
 - TransUnion
 - www.transunion.com
 - Experien
 - www.experian.com
 - Equifax
 - www.equifax.com
- Set up e-alerts
- Security pointers can be located at: www.mececu.com/securitycenter/



A great way to be proactive about protecting your money is to freeze your credit with all three major credit bureaus. It only takes a few minutes and can help prevent criminals from opening new accounts in your name. You can also set up e-alerts on your MECECU accounts through online or mobile banking. E-alerts allow you to set specific parameters for your accounts and receive notifications about activity, helping you spot unusual transactions quickly.



TAKE-AWAYS

DEVEN MCDONALD, BUSINESS DEVELOPMENT MGR.



TAKE-AWAYS

- Protect your finances, take 15 minutes and put a freeze on all 3 credit bureaus
- Pay attention to your credit score, it can get you better loan rates, insurance rates, and more!
- If you have money sitting elsewhere, take a look at our CD rates and see if we can save you more
- Browse through our “How-To Library” and learn all the ways you can manage your account



Deven McDonald, Business Development Manager, provided a summary and key take-aways from our presentation.

TAKE-AWAYS

- Our goal is simple. Save you more money through:
 - Better loan rates
 - Better savings rates
 - Charging little-to-no fees
- As a member/owner you should be the one that benefits from our profitability, not an investor at a bank
- The more you take advantage of your membership benefits, the more value you will find



Deven wrapped up the presentation portion of the webinar by reminding our attendees why it would benefit them to maximize their MECE Credit Union ownership.

QUESTIONS?



We addressed any questions that were posted during the webinar. The next page will have the question and answer portion.

Shining a Light on Your Credit Union Webinar

Questions & Answers

1. If a MECECU member has fraud problems on the weekend with a MECECU account, is there anyone on staff that the member can contact for help? **The Credit Union does have 24/7 fraud assistance. That number is 800-237-8990**
2. What if you believe there was fraud on your IRA outside of your work hours? **The only way to move your money to/from your IRA account would be to contact us and speak to a Member Service Representative.**
3. I am interested in buying a classic car, is that something that the Credit Union can provide a loan for? **Yes, we can assist you with your classic car purchase (we have loaned money on all types of collateral before including a plane and a hot air balloon)! Just give our Loan Department a call at 573-659-3420.**
4. Do Certificates of Deposit (CD) roll over automatically? **Yes, they do unless you specify at any point prior to the CD's maturity that you wish to change that. After the CD matures, you may also make changes to its term within 10 days with no penalty.**
5. When the CD rolls over, does it stay the same rate? **The date the CD matures the rate will change to whatever the current rate is for the type of CD that it is.**
6. Can savings accounts be opened for grandkids of a member? **It depends on if the grandparent is a current or retired employee of an electric cooperative that we serve. If this is the case, then you are welcome to open a new account for your grandchildren.**
7. What is the easiest way to tell when a CD matures? **If you access your online account and then click on the CD in question, you can then click on "Maturity Date & Option" and it will display the maturity date. Within that same option, you can choose to change whether your CD will roll over or mature into your savings. Please note that if you are looking at a CD for a linked account (ex: a parent that is able to see their child's account in the online banking), then when you click on the CD it will tell you that you must log into the child's account to see the information, however it does list the maturity date below that message.**



THANK YOU

CONTACT INFORMATION

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LOAN DEPARTMENT



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"MECE CREDIT UNION"



"MECECREDITUNION"



If you have any questions about this presentation or any of the topics we discussed, do not hesitate to contact us by one of these means. We are happy to assist you and fill in any gaps we may have left.