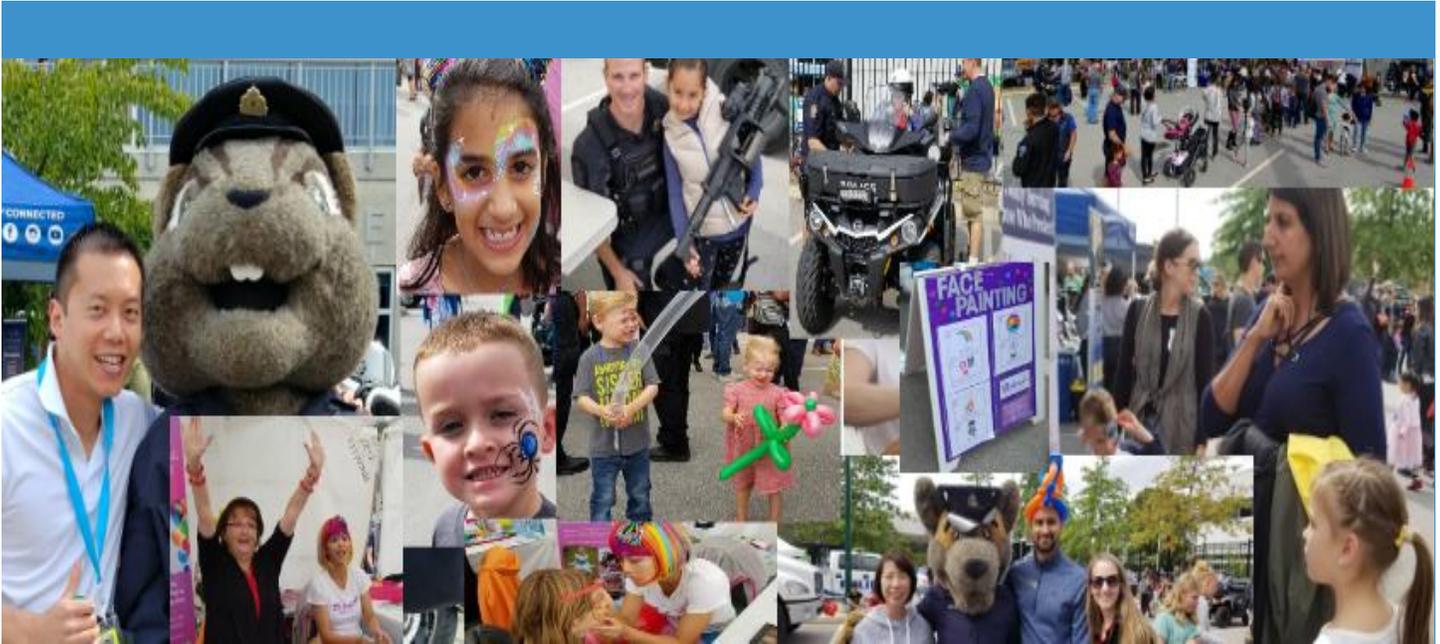


## VPCU NEWSLETTER DIGITAL EDITION ISSUE #3



### Visa cards have arrived!

By popular membership demand, we are excited to introduce our new suite of Visa cards! VPCU has partnered with Collabria Financial to provide you with a total of 8 Personal and 3 Business Visa cards to choose from.

### New Investment Options

Are you tired of high mutual fund fees? Maybe you are looking for investments that go the extra mile for you? If so, you might be interested in our new Virtual Wealth platform.

### Fun for the whole family!

VPCU took part in another edition of the VPD Family Day and what a day it was. The kids were treated with tasty food options from two food truck vendors and had plenty of activities to keep them busy.



### RELATIONSHIP PRICING!

Did you know that VPCU has implemented Relationship Pricing? That means the more business you have with VPCU, the better pricing you will receive for loan, mortgage and term deposit products!

## Meet our newest addition to the V.P.C.U. staff!

We are pleased to introduce our newest addition to the VPCU Team, Gary Thind! Gary is our new Manager, Member Services & Administration. We call him our resident Swiss army knife because he brings over a very unique mix of skills and experience. Gary previously worked as a Deposit Supervisor and a Senior Mortgage Officer at GVC Credit union for over eight years at their branch and head office. In addition, he's also been a banking and investment platform Account Manager with Broadridge Financial and a Realtor. In his down time, you'll typically see Gary honing his tennis game at the local courts or catching up on the latest stats and scores from all the major professional sports leagues in North America. Please stop by to offer Gary a warm welcome!



## DocuSign Service

Did you hear that our members are raving about the DocuSign service? Check out our [Testimonial page](#) for the latest reviews!



## Going on vacation soon?

Why not try our [foreign exchange delivery service](#)? We offer over 80 different currencies! You can even order currency to be delivered to your front door....and if you purchase more than \$250.00 CDN, the delivery will be free of charge!

## Educational Savings Grant!

- Have you claimed your \$1200 educational savings grant from the B.C. government yet? If your child was born in the year 2006 or later, you may be eligible for the [B.C. Training and Education Savings Grant](#). This is free money towards a Registered Education Savings Plan and all you have to do is fill out some paperwork!

## Honorary Director Roy Ballam

After serving VPCU Board of Directors, in a variety of roles since the early 1960s, Roy Ballam has decided to kick back and relax a little more... With his many years serving in many capacities from Board President, Director and Committee Chair, and most recently Honorary Director, the credit union has enjoyed his insights, leadership and guidance. We thank Roy for his years of dedication and passionate service. We are stronger because of Roy.



## Visa cards have arrived!

By popular membership demand, we are excited to introduce our new suite of Visa cards! VPCU has partnered with Collabria Financial to provide you with a total of 8 Personal and 3 Business Visa cards to choose from. Our Visa options include a Student Visa, USD Visa card and a Cash Back Visa with no annual fees. In addition, we also feature a Travel Rewards card that offers trip cancellation and emergency health care coverage when travelling abroad.

[Please visit our website for more information or click here to read more about our cards!](#)





## Cops for Cancer

For many children, September means it's back to school time, but for many professionals in the law enforcement and emergency services it means getting back on their bikes to support the kids. Dedicated riders were once again raising awareness for pediatric cancer research through the annual Cops for Cancer fundraiser. The 12<sup>th</sup> Annual Richmond Community Dinner for Cops for Cancer was well attended and VPCU was there to lend its support and join in on the exciting raffles and silent auction. On the following day, the riders were back at it again and on the final leg of their 800 kilometer trek through the Sea to Sky Corridor, Sunshine Coast and Greater Vancouver. As they neared the home stretch they also made a quick stop by the VPD head office to reflect on their journey, but also to reflect on the challenging journey many families are faced with in the battle against cancer. Given the strong support, commitment and resolve by everyone, it is clear the ride will go on and we are on the right path to make further breakthroughs in cancer research.



For more information please visit the following links:

[Canadian Cancer Society Cops for Cancer Webpage](#)

[Cops for Cancer Fundraiser and Raffle](#)

[Cops For Cancer - Tour de Coast 2018](#)

## New Investment Options

Are you tired of high mutual fund fees? Maybe you are looking for investments that go the extra mile for you? If so, you might be interested in our new Virtual Wealth platform. VPCU has partnered with Aviso Wealth to offer a diversified investment alternative that is significantly more cost effective than mutual funds and also provides you with exposure to the stock market. The Virtual Wealth platform is also known as “Robo Advisor”. Although the term “Robo Advisor” implies an absence of human contact, that is not the case at all. Virtual Wealth has a full team of investment advisors behind their online presence that can be contacted for further investment inquiries, advice and support.

For the “do it yourself” investors, QTrade Investor may be the option of choice. This product allows investors to purchase individual stocks and exchange traded funds (ETFs) on their own. The cost per trade is very competitive and some ETFs are even available without trading commissions under the QTrade platform.

If you are interested in hearing more, please join us at our upcoming investment seminar on October 16<sup>th</sup> at 11am to 1230pm at the 3585 Graveley Street, Vancouver VPD Office Boardroom. Sarah Crone from Aviso Wealth will be presenting and answering all your Qtrade and Virtual Wealth questions.

For more information about Virtual Wealth, please click [HERE](#).

For more information about QTrade Investor, please click [HERE](#).



## Fun for the whole family!

VPCU took part in another edition of the VPD Family Day and what a day it was. The kids were treated with tasty food options from two food truck vendors and had plenty of activities to keep them busy. Between the bouncy castle, photo booth and the City of Vancouver cherry picker vehicle ride, there was no shortage of fun and excitement. The newest attraction this year was the face painting and balloon artist station. VPCU invited three talented artists from Believe Party Entertainment to join the festivities and they provided many smiles and laughs to the kids for the entire afternoon. Please check out our website for some of the moments we captured from the event.

VPCU would also like to send a big thank you to the artists of Believe Party Entertainment for all their hard work this year. If you would like to see more of their artistry please stop by their website:

<https://www.believablepartyentertainment.com/>



## Stressing over the mortgage market

Are you stressing out over mortgage stress tests? Well, you are not alone. Since the beginning of 2018, qualifying for a mortgage has become significantly more challenging. At the start of the year, the “Big 5 Banks” were required by federal regulations to stress test new mortgage applications by using the greater of 2% above the contract mortgage rate or the Bank of Canada 5 year benchmark mortgage rate. As an example, if your financial institution offered you a 5 year fixed mortgage contract rate at say 3.89% and given that the current 5 year Bank of Canada benchmark mortgage rate is 5.34%, your financial institution is likely using a rate of 5.89% to determine what amount of mortgage you can qualify for. It should be noted that as of September 2018, credit unions are not required to follow this stress test approach, but many are gradually adopting the new qualification policy. This change in policy is very significant and it does create greater challenges when one looks to purchase a new home. However, home ownership is still attainable with the right approach and some personal flexibility. Prospective homeowners will now have to consider saving up greater amounts for a down payment or perhaps consider a property a little further away from their desired location. In the event the prospective homeowner does not have sufficient income to service the mortgage payments, adding family members to assist with the qualification process is now a common occurrence.

Despite the more stringent qualification process, the most important step toward homeownership continues to be how well prepared the homeownership action plan is. On the surface, the cost to purchase a home is thought to be the biggest hurdle, but your ability to maintain the ongoing costs of the home is just as important. Before venturing out into the property market, it is always best to touch base with your financial professional at your local bank or credit union. They can provide insight on all the costs involved with the purchase and maintenance of your home. Purchase costs such as the GST, property transfer tax and legal fees always need to be considered while ongoing maintenance costs such as property taxes, strata fees and homeowner insurance costs should be included in your monthly budgeting as well. So, before you head out to that open house, be well prepared and check in with a mortgage specialist so you can comfortably make that home purchase a reality.

### Buying a Home and Getting a Mortgage: Get Pre-Qualified and Pre-Approved

