

# HORIZON

The monthly news and service update for members of NASA Federal Credit Union



**Helping You Pursue Your Financial Goals**

## THERE'S STILL TIME to contribute to an IRA for tax-year 2011

Still haven't made your IRA contribution for tax-year 2011? No worries. You have until April 17 to make contributions to either a Traditional IRA or a Roth IRA, so there's still time to set aside up to \$5,000 (\$6,000 if you're age 50 or older) in one of these popular retirement savings vehicles.

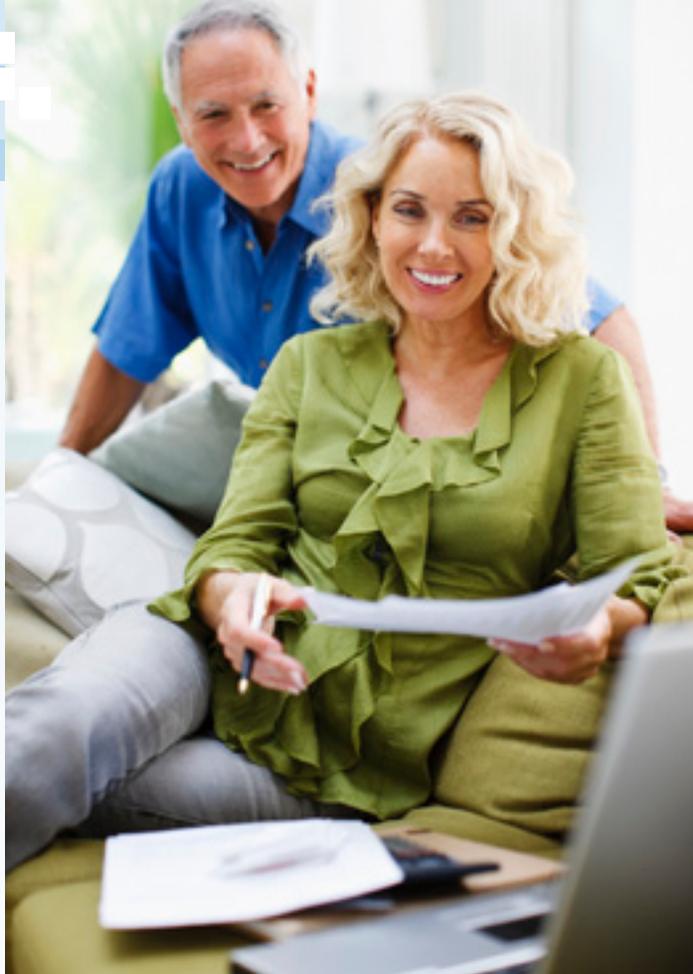
With a Traditional IRA, if you're not covered by a 401(k) or other employer-sponsored retirement plan, you can typically deduct the full amount of your contribution and enjoy the immediate benefit of a tax deduction. Otherwise, your ability to deduct some or all of your contribution depends on your filing status and income.

A Roth IRA is a little different. Whether or not you can contribute depends upon your filing status and income. If you do qualify, Roth IRA contributions are not tax-deductible, so there will be no immediate 2011 tax benefit. However, distributions are generally free from Federal income tax when withdrawn after age 59 ½, which could serve you well if you expect your future tax rate during retirement to be higher than your current rate.

Regardless of which IRA option you choose, we can help you make sense of it all. But hurry—April 17 is fast approaching! To speak with a CFS Financial Advisor\* at NASA FCU today just call **301-249-1800** or toll-free at **1-888-NASA-FCU (627-2328), ext. 314**. Or visit [nasafcu.com/investmentservices](http://nasafcu.com/investmentservices) to learn more.

\*Non-deposit investment products and services are offered through CUSO Financial Services, L.P. ("CFS"), a registered broker-dealer (Member FINRA/SIPC) and SEC Registered Investment Advisor. Products offered through CFS are not NCUA/NCUSIF or otherwise federally insured, are not guarantees or obligations of the credit union, and may involve investment risk including possible loss of principal. Investment Representatives are registered through CFS. NASA Federal Credit Union has contracted with CFS to make non-deposit investment products and services available to credit union members.

CUSO Financial Services, L.P. (CFS) and its Registered Representatives do not provide tax advice. Clients should obtain their own independent tax advice from a qualified tax professional.



## EXPERIENCING ROTH IRA CONVERSION REGRET?

Turns out you can turn back time.

Did you convert a Traditional IRA to a Roth IRA in 2011, only to see the account drop in value as a result of ongoing market volatility?



You have until the due date of your 2011 return, including extensions, to re-characterize your 2011

Roth conversion. What's more, special rules allow individuals who file timely 2011 returns to re-characterize up until October 15, 2012 (talk to a tax professional for details).

So, let's assume you converted a fully taxable Traditional IRA worth \$100,000 to a Roth IRA in 2011, but that Roth IRA is now worth only \$60,000. If you choose not to undo the conversion, you will pay Federal income tax on \$100,000, even though the current value of those assets is only \$60,000. If you undo the conversion, you will be treated for tax purposes as if the conversion never happened, and end up with a Traditional IRA worth \$60,000—and no resulting tax bill.

The best part? You can always "reconvert" those dollars and any earnings to a Roth IRA again this year after waiting 30 days. Then, all taxes due as a result of the reconversion will be included in your 2012 Federal income tax return.

Tax laws are complex and subject to change. Please contact a qualified tax advisor for additional information if you are considering reversing a recent conversion.

# WANT TO SAVE A BUNDLE ON CAR PAYMENTS?

**We'll beat your existing rate by at least 2%\***

If you have a high-rate auto loan with another financial institution and want to save a bundle on your car payments, we've got great news for you. For a limited time, NASA FCU will beat your current rate by at least 2%!

**Don't delay! Offer ends April 30, 2012!**

NASA FCU has something for anyone who wants to lower their car payments. Refinance with us, and we'll make beating your rate by 2% simple, quick and straightforward:

- Call us at **1-888-NASA-FCU (627-2328), ext. 222**
- Apply online at [nasafcu.com/BeatYourRate](http://nasafcu.com/BeatYourRate)
- Visit any NASA FCU branch office

At NASA FCU, we're committed to helping members save money—and achieve brighter financial futures—by providing affordable financing and payment plans that work with any budget. Offer ends soon. Apply today!

\* Subject to credit approval. Special offer floor rate is 2.49% Annual Percentage Rate (which includes a .25% discount for Auto Pay and an additional .25% discount for an active NASA FCU checking with direct deposit of at least \$1,000 per month). Offer does not apply to loans already financed with NASA FCU. Verification of current rate required. Membership and certain restrictions apply. Offer and rates subject to change without notice. **Payment Example:** \$18,000 auto loan at 3.14% APR for 75 months is equal to a monthly payment of \$265.



▶ **We're Making Difference in the Community...**

## NASA FCU makes another splash at the Polar Bear Plunge

The 16th Annual Maryland State Police Polar Bear Plunge took place on Saturday, January 28 at Sandy Point State Park. The event is the largest one-day fund raiser for Maryland Special Olympics and, this year, raised a total of \$2.5 million for the cause.

For the eighth year in a row, NASA FCU employees, family members and friends gathered to participate and venture into the frigid waters. Their efforts generated nearly \$5,000 in donations, and we thank all participants for braving the cold!

## CALENDAR

- **April 17: Federal Income Taxes Due**
- **April 19:** All members are invited to attend the Annual Meeting, scheduled for 5:00 p.m. at the Collington Branch Office, 500 Prince George's Boulevard, Upper Marlboro, Maryland 20774

# THE RIGHT HOME MORTGAGE IS KEY



## AIMING HIGH can have advantages.

It's still a home buyer's market! And as home prices continue to hover near market bottom, sellers understandably remain flexible.

In such a market, buyers typically end up paying less than asking price. So if you're looking to buy, it may pay to defy conventional wisdom and start your home search at the top of your price range—even 10 percent higher than what you'd ideally like to spend.

By doing so, you may be able to negotiate down to a final price that's within your price range, while securing a new home that delivers the most bang for your "affordable" buck.

So, don't be afraid to aim high with the intention of paying low in today's housing market. It could land you the house of your dreams—at a price you thought possible only in your fantasies.

## NASA FCU HAS MORTGAGE PROGRAMS CUSTOMIZED JUST FOR YOU!

The right mortgage program is the key to any home purchase or refinance. And with mortgage rates at historic lows, buying a new home or refinancing your current mortgage now may be more affordable than ever.

With NASA FCU, you can choose from traditional loan programs, or specialized home financing options such as First-Time Home buyer, 100% LTV Purchase\*, 95% LTV Refinance\*, FHA and VA Mortgages. You can also enjoy fixed-rate, adjustable-rate and no-points options, as well as jumbo loans. The online application process is easy, and we provide friendly, reliable service you can trust.

The right home mortgage truly is key. And NASA FCU has the loan programs, expertise and pricing options to fit your needs.

Visit [nasafcu.com/mortgages](https://nasafcu.com/mortgages), stop by any branch, or call us at **301-249-1800, ext. 207**, or toll-free at **1-888-NASA-FCU (627-2328), ext. 207** to speak with a Mortgage Loan Specialist about applying for a new mortgage or refinancing an existing mortgage with NASA FCU today.



\*Offers limited to well-qualified applicants. Some restrictions may apply. Offers valid for primary residences only. Speak with a NASA FCU First Mortgage Loan Specialist for loan details and rates. We do business in accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act.

**Historic Low Rates ▶ Mortgage ▶ Refinance ▶ 100% LTV Purchase ▶ FHA & VA Mortgages**

# NASA FCU CAN HELP WITH THE HIGH COST OF COLLEGE



Scan to learn how NASA FCU can help you pay for college.

As every parent knows, the cost of education has risen dramatically, creating an increasing gap between the full cost of tuition and the amount of available financial aid. As a result, many families have had to turn to higher-cost private student loans to help cover this gap.

## NASA FCU has the solution

The Credit Union Student Choice loan program is a smart alternative to other high-rate private student loan programs. It offers:

- Deferred payment while in school
- Flexible repayment options
- No origination fees
- Competitive interest rates

Speak with a Student Loan Specialist at **1-800-322-8816** to apply by phone, or apply online at [nasafcu.com/studentchoice](http://nasafcu.com/studentchoice). View a webinar on *Understanding Your Award Letter* at [studentchoice.org/AwardLetters.html](http://studentchoice.org/AwardLetters.html).



# LOCATIONS

## BRANCH OFFICES

**Annapolis**  
Annapolis Harbour Center  
2452 Solomons Island Rd.  
Annapolis, MD 21401

**Bowie** ☞  
Collington Plaza  
3420 Crain Highway  
Bowie, MD 20716

**Collington Center**  
500 Prince George's Blvd.  
Upper Marlboro, MD 20774

**Columbia**  
6490 Dobbin Rd., Suite L  
Columbia, MD 21045

**Falls Church** ☞  
1130 West Broad St.  
Falls Church, VA 22046

**Goddard Space Flight Center**  
Bldg. 21/Greenbelt, MD 20771  
*Note: Access restricted to NASA employees only*

**Greenbelt** ☞  
10208 Greenbelt Rd.  
Greenbelt-Lanham, MD 20706

**NASA Headquarters**  
300 E Street, SW  
Suite GC-21  
Washington, DC 20546

**National Academy of Sciences (NAS)**  
500 Fifth St., NW, Suite 310  
Washington, DC 20001  
*Note: Access restricted to NAS employees only*

**Oak Hall**  
Oak Hall Marketplace  
7027 Lankford Hwy. (Rt. 13)  
Oak Hall, VA 23416

**Rockville** ☞  
1592-B Rockville Pike  
Rockville, MD 20850

**Wallops Island**  
GSFC-Wallops Flight Facility/N-133  
Wallops Island, VA 23337  
*Note: Access restricted to NASA employees only*



## NATIONWIDE

More Than 3,800 Locations  
28,000 Free ATMs  
Plus, Get Cash at More Than  
5,500 7-Eleven® Stores



Find a location near you at [nasafcu.com/locations](http://nasafcu.com/locations)



P.O. Box 1588 | Bowie, MD 20717-1588

### Telephone

Local ..... 301-249-1800  
Toll-Free ..... 1-888-NASA-FCU (627-2328)  
Contact-24 ..... 1-888-NASA-FCU (627-2328), press 1  
Lost/Stolen Credit Card ..... 1-800-449-7728  
Lost/Stolen Check Card ..... 1-866-708-9364

### Fax

Mortgage Services ..... 301-249-0798  
Loan Services ..... 301-249-0799  
Member Services ..... 301-249-0587

Your NASA FCU deposits (excluding investment accounts) are federally insured to at least \$250,000 by the National Credit Union Administration, an agency of the U.S. Government.



This publication does not constitute legal, accounting or other professional advice. Although it is intended to be accurate, neither the publisher nor any other party assumes liability for loss for damage due to reliance on this material. Loans subject to credit approval. © 2011 NASA Federal Credit Union.

[www.nasafcu.com](http://www.nasafcu.com)