

WHERE TO GO FOR HELP

24-Hour TeleBear™
1 (800) 954-BEAR

24-Hour Loans by Phone
1 (888) 835-BEAR

CU Service Center Locations
1 (888) CU-SWIRL • www.cuswirl.com

Office Phone
(213) 830-4100 • FAX (213) 621-2700

Office Hours
9 am to 4 pm, Monday through Friday

Loan Department Fax
(213) 620-9080

CO-OP ATM Locations
1 (888) 748-3266 • www.co-opnetwork.org

e-Bear Online
www.calbearcu.org

E-mail
memberservices@calbearcu.org

For assistance or information, or to report lost/stolen credit card
1 (800) 237-6211

Report lost/stolen Visa check card or ATM card
1 (877) 551-7466

DIVIDEND RATE CHANGES FOR REGULAR SHARE SAVINGS AND HOLIDAY CLUB, EFFECTIVE DECEMBER 31, 2003

Dividend earned is based on total balance.

REGULAR SHARE SAVINGS AND HOLIDAY CLUB

Deposit Balance	APY*
\$0.00 – \$999.99	0.150%
\$1,000.00 – \$2,499.99	0.150%
\$2,500.00 – \$9,999.99	0.250%
\$10,000.00 – \$24,999.99	0.351%
\$25,000.00 – \$49,999.99	0.652%
\$50,000.00 +	0.753%

* APY = Annual Percentage Yield.

Rates, terms, conditions and services subject to change. Loans and credit cards subject to credit approval.

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California Bear CREDIT UNION
300 S. Spring Street
Suite 1215
Los Angeles, CA 90013
(213) 830-4100
YOU CAN BANK ON THE BEAR™

ASI American Share Insurance
Your funds are also backed by the nation's largest private share deposit insurer for an additional \$250,000.00.

NCUA National Credit Union Administration
Member FDIC
EQUAL HOUSING LENDER

SCORECARD - Members saved big in 2003

Auto Lotto winners = \$28,878
Scratch-off discounts = \$71,713
\$50 Gas cards = \$1,350

Total member savings = \$101,941

(Totals as of 11/30/03)

CONGRATULATIONS TO ALL THE WINNERS!



Sept winner: Alfredo Carrillo of Newhall.



Oct winner: Harold Murray of Agoura Hills.



THE HOLIDAY SEASON COMES ONCE A YEAR

But saving for it is year 'round!

Get a jump on next year's holiday shopping season with a Cal Bear Holiday Club account. Saving has never been easier. You can have a regular amount automatically deducted from your paycheck, savings or checking account, and placed in your Cal Bear Holiday Club. Best of all, a check for everything you set aside, plus all the dividends you've earned, will be mailed to you at the end of October 2004. Take the stress out of next year's holiday shopping with a Holiday Club account from The Bear.

ANNUAL MEETING

Cal Bear members are invited to attend the Annual Meeting. Take this opportunity to meet your credit union officials, staff and fellow members.

TIME: 4:30 p.m.
DATE: February 20, 2004
PLACE: The Ronald Reagan Building Auditorium
300 South Spring Street, Los Angeles, CA 90013

MARK YOUR CALENDAR

Cal Bear will be closed in observation of the following holidays:

Martin Luther King, Jr. Day
Monday, January 19, 2004

Washington's Birthday
Monday, February 16, 2004

Lincoln's Birthday
Thursday, February 12, 2004

Cesar Chavez Day
Wednesday, March 31, 2004

Account access will be available with an ATM or VISA Check card or TeleBear phone banking/e-Bear Online home banking services. For information on these services, e-mail us at memberservices@calbearcu.org.

CALIFORNIA BEAR CREDIT UNION

JANUARY 2004

BEAR FACTS



CAL BEAR'S SECOND CHANCE TO FINANCE

Who says opportunity only knocks once?

At Cal Bear, opportunity knocks once, twice and anytime you have a financial need. That's because with our **Second Chance to Finance**, credit union members have the opportunity to make their dreams come true — regardless of what happened the first time around!

If you've had credit problems, trouble getting approved for loans, difficulty proving income, or if you're a first-time borrower with little or no credit, we have certified lending professionals who will work to get you the loan you deserve. From auto loans and credit cards, to personal loans and real estate, we'll do it all with the lowest rates possible.

It's not too late to refinance your home loan

We can't turn back time, but we can give you another chance to take advantage of the most attractive mortgage rates in decades. If you think you waited too long to refinance your home, think again. Cal Bear is giving you a second chance to refinance your home loan and lower your current rate.

Sound too good to be true?

See for yourself how Cal Bear is giving members another shot at their dreams. Simply complete the mini-application on page 3 to apply for a Second Chance to Finance. You can also visit our branch office or call us at (213) 830-4100. We're sure you'll agree that it's better the second time around with The Bear.

BILL CONSOLIDATION — A SECOND CHANCE IN 2004

If consolidating debt or cleaning up credit is on your New Year's resolution list, come to The Bear. We can help you consolidate your debt into one low monthly payment and save money on finance charges and fees. You can even refinance a car, boat, van or RV. If it rolls or floats, we can lower the monthly payment you're making on it. We'll even pay you to refinance an auto or RV loan (see related article on page 3).

It's your second chance to finance — the smart way!



GET THE PERFECT HOME With Less Than Perfect Credit

Nobody's perfect. That's why at Cal Bear we offer our members the chance to purchase or refinance a home, regardless of past credit history. Whether you've had credit or documentation problems, or you're a first-time borrower with limited credit history, The Bear puts home ownership within your reach. We're here to help by providing the widest variety of mortgage products available and the quality service you deserve:

- **AFFORDABLE RATES** — Rates are still at an all-time low, enough to make buying a home affordable.
- **FIRST-TRUST DEEDS** — We offer fixed and adjustable 10-, 15-, 20- and 30-year terms.
- **CalPERS FOR STATE EMPLOYEES** — State of California employees can take advantage of special CalPERS benefits including reduced closing costs.

Refinance and save

It's not too late to refinance your current mortgage and save thousands of dollars. You can also combine your first and second into a new, low-rate first trust deed.

Apply today!

Come in and see how we can put you in the home of your dreams. We'll help guide you through the entire financing process, from a quick and easy pre-screen, to loan disbursement.

TAP INTO CONVENIENCE

Home Equity Line-of-Credit from The Bear

If you're a homeowner, your home's equity may be an easy and convenient way to borrow money for things like home improvements, major purchases or debt consolidation. Once you're approved, you'll have access to a revolving line of credit – available whenever you need quick cash!

- **Affordable rates**
- **Flexible terms**
- **Increased loan amounts: up to \$150,000**

Call a home loan specialist at (213) 830-4100 to apply.

Annual percentage rate based on credit history, term & loan-to-value. All loans subject to credit approval.

What does membership mean to you?

BETTER RATES ON AUTO LOANS. EVERYDAY.

It pays to be a credit union member. As a member-owned financial cooperative, we're able to offer lower rates and better terms for vehicle loans than most banks and dealers. Because of this, thousands of credit union members over the years have chosen The Bear for their auto loans. With benefits like these, it's easy to see why we're so popular:

- **Affordable rates**
- **Terms up to 84 months***
- **100% financing available**
- **GAP Insurance**
- **Mechanical Breakdown Insurance**

GET PRE-APPROVED!

You can be pre-approved for your loan before you start shopping. This makes buying your car easier because it gives you a price range and payment range to work with.

SECOND CHANCE TO REFINANCE

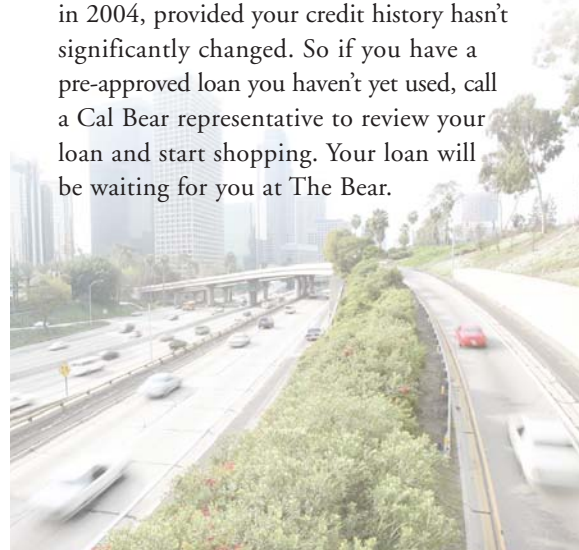
If you have a loan with another lender, refinance with The Bear and lower your rate (and your monthly payment). We'll even pay you to refinance the loan (see related article above right).

To apply for a loan, stop by our office, call 213-830-4100, or apply online at www.calbearcu.org.

* 84 month term available on auto loans of \$25,000 or more.

DID YOU KNOW?

If you were pre-approved for a Cal Bear auto loan in 2003, there's a very good chance that your pre-approval is still valid in 2004, provided your credit history hasn't significantly changed. So if you have a pre-approved loan you haven't yet used, call a Cal Bear representative to review your loan and start shopping. Your loan will be waiting for you at The Bear.



GET PAID TO REFINANCE

What would it take for you to use Cal Bear to refinance a loan you have with another lender?

- *A lower rate? A lower monthly payment?*
- *What about all that, plus CASH?*

That's right, we'll actually pay you to refinance with The Bear.* Simply refinance an auto loan or recreational vehicle (RV) loan that you have with another lender. Not only will you have a chance to lower your rate and monthly payments, but you'll make some money too! But you'll have to hurry because an offer this good is only available on a limited number of loans.

HERE'S HOW IT WORKS:

AUTO – Limited to the first 200 auto refinances of 2004

Refinance amount:	We'll pay you:
\$5,000 - \$9,999	\$75
\$10,000 - \$19,999	\$100
\$20,000 - over	\$125

RV – Limited to the first 100 RV refinances of 2004

Refinance amount:	We'll pay you:
\$10,000 - \$19,999	\$100
\$20,000 - over	\$150

Don't miss out on this opportunity to lower your monthly payments — and get paid for doing it. It's not everyday we pay our members to refinance their loans, so come and get it before this deal's off the table. Just complete the mini-application below and return it to Cal Bear. You can also apply online at www.calbearcu.org.



* Offer does not apply to existing Cal Bear loans.

MINI LOAN APPLICATION Please supply verification of income with this application

- Purpose: new auto/RV RV refinance
 used auto/RV first mortgage
 auto refinance home equity line of credit

Loan Amount Requested \$ _____ Member Acct. No. _____

Applicants may apply for individual credit. Complete the spousal information if you are relying on community property and/or if you are applying for joint credit with your spouse.

APPLICANT INFORMATION

Name (First, MI, Last)		
Home Address		Years
City, State, Zip		
Birth Date	Social Security No.	Drivers Lic. # and State
Home Phone		Business Phone
Employer	Position	Years
Employer Address		
Gross Monthly Income	Mortgage/Rent	Monthly Debt (excluding mortgage or rent)

CO-APPLICANT/SPOUSE INFORMATION

Name (First, MI, Last)		
Home Address		Years
City, State, Zip		
Birth Date	Social Security No.	Drivers Lic. # and State
Home Phone		Business Phone
Employer	Position	Years
Employer Address		
Gross Monthly Income	Mortgage/Rent	Monthly Debt (excluding mortgage or rent)

*NOTE: Alimony, child support or separate maintenance income need not be relevant if you do not wish to have it considered as a basis for repaying this obligation.

I/We certify that the given information given on this application is complete and true and submitted for the purpose of obtaining credit. I/We authorize the credit union to use any credit reporting agency or otherwise verify the information and answer questions and requests from other like banks and credit agencies about my/our credit and experience information. I/We understand and agree that by me/us requesting that monies be disbursed by myself or others that I/we agree to accept all terms and conditions of the loan disclosure Statement.

X
Applicant's Signature

Date

X
Applicant's Signature

Date