



# eNewsletter

November 2019

## Did You Know?

The best gift you can give this holiday season is a secure financial future.

AAFMAA provides two reliable options to set your children and grandchildren on the path to success with permanent life insurance: [Generations Plus](#) allows you to lock in low premiums while your kids are still young — 15 days to 14 years old — with coverage that automatically doubles when they turn 18 — at no extra cost.

[Value-Added Whole Life](#) gives your children and grandchildren, up to age 24, life-long coverage with premiums that build cash value they can access any time they need to throughout their life.

Learn more about both policies at [aafmaa.com](http://aafmaa.com), then [start your application](#) online or by phone with an AAFMAA Membership Coordinator at 877-398-2263.

**The Federal Reserve recently cut the discount rate again.**

For the third time this year, the Federal Reserve cut the discount rate

This indirectly lowers the interest rates on consumer credit, such as credit

## Your Cheat Sheet of the 11 Most Important Mortgage Acronyms



*By Rob Greenbaum, Vice President of Sales, AAFMAA Mortgage Services LLC*

Like the military, the mortgage industry uses a lot of acronyms. And if you're a first-time home buyer who is unfamiliar with the lingo, it might sound like a foreign language. Fortunately, this list gives you insight into the top 11 acronyms you'll really want to know going into any meeting with a mortgage lender.

[Continue reading](#) in our [Learning Hub](#).

## 5 Smart Questions to Ask Your Lender

cards, personal loans, auto loans and mortgages. So, if you've been thinking about purchasing or refinancing a home, now might be the perfect time.

Visit [AAFMAA Mortgage Services LLC](#) to learn more, or call us at 844-422-3622.

### Finish 2019 Financially Strong

With year-end 2019 quickly approaching, now is a great time to ask yourself if your financial house is in order and to consider ways you could improve your personal finances.

AAFMAA Wealth Management & Trust Relationship Manager Joe Farella's recent webinar, "6 Ways to Improve Your Personal Finances," discusses how to proactively review your financial goals, take a closer look at your current asset allocation, determine your retirement income needs, accomplish key year-end tasks, budget effectively, and invest your extra income.

View a recording of the webinar [here](#).



*By Anthony Powell, Chief Operating Officer, AAFMAA Mortgage Services LLC*

You may think talking with mortgage lenders is intimidating — they throw around terms you've never heard before. You may not feel comfortable asking questions, even though you probably will have many to ask! And, unfortunately, the whole thing may seem so daunting that you only meet with one lender and just take what they are offering. Ideally, you should meet with several lenders to compare your options.

Doing so may help you get the right loan for your needs and situation, plus get a lower interest rate and lower closing costs. This may save you thousands of dollars over the short and long term. With that in mind, here are five questions to help you find your perfect mortgage lender.

[Continue reading](#) in our [Learning Hub](#).

## AAFMAA in the Community

### 2019 AUSA Convention



AAFMAA and SpouseLink were proud to exhibit alongside several nonprofit organizations serving the military community in the Family Readiness Pavilion at the 2019 AUSA Convention last month. Tiffany Marquis, our SpouseLink Ambassador at Fort Bragg, along with Rob Rea, Relationship Manager, AAFMAA Wealth Management & Trust LLC, and Dale Poe, Military Mortgage Advisor, AAFMAA Mortgage Services LLC educated attendees on everything AAFMAA has to offer.

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