



Good *for* Business

Change To Business Deposits

Arrowhead Credit Union has removed the cut off time for business deposits. You may now make business deposits up to the close of business without having to wait an extra day for the deposit(s) to post to your account.

Free Business Educational Workshops

Arrowhead Credit Union partners with the Inland Empire Center for Entrepreneurship (IECE) Business Resource Center to offer **free** educational workshops to our business members.

How to Increase Your Cash Flow

Thursday, November 1
6:00 PM – 9:00 PM

Business Plan Writing Lab

Saturday, November 17
9:00 AM – 5:00 PM
(\$40 fee waived)

All workshops will be held at 202 E. Airport Drive in San Bernardino. To register, call **909-890-1242** or visit www.arrowheadcu.org/bizworkshops. Be sure to mention you are an Arrowhead Credit Union member to enjoy these workshops for free!

Checking Your Way

Business Banking at Arrowhead Credit Union is flexible and tailored to your needs. Your business is unique; that is why Arrowhead Credit Union offers a selection of Checking Accounts so you may choose the one that fits your business best. Whether you need a basic plan or one with dividends—look no further than Arrowhead Credit Union.

Business Member Spotlight

Lou & Linda Grande

Lou and Linda Grande are not the first husband and wife to own separate businesses, but how many husbands and wives do you know who have their businesses side-by-side?

Lou Grande is the owner of the Lou Grande Insurance Agency. The agency was originally started by his father in 1950 as the first State Farm Insurance office in the Norco area. In 1967, Lou became an insurance agent and worked with his father for close to a decade before taking over the family business where he provides insurance services for more than 1,000 households.

Company: **Lou Grande Insurance Agency**
Address: 1665 3rd Street, Suite B in Norco
To contact Lou Grande, please call:
951-737-2682

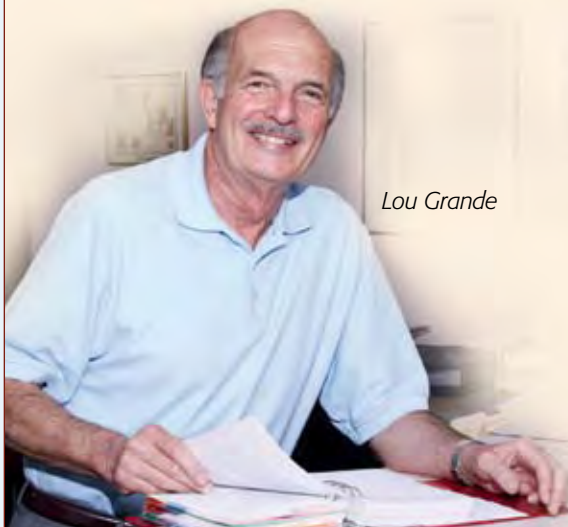
When Linda Grande decided to start her own business, she didn't have to look far for an office. Linda opened her business, Healthy Lifestyles, right next door to the

Lou Grande Insurance Agency. Linda has been providing weight loss counseling, weight management and nutrition advice to her clients since 1980. Healthy Lifestyles focuses on teaching good eating habits by designing an eating program to meet the specific needs of clients and their lifestyles. Healthy Lifestyles clients have a Personal Counselor who helps monitor their progress, keep motivation high and celebrate successes.

Company: **Healthy Lifestyles**
Address: 1665 3rd Street, Suite A in Norco
To contact Linda Grande, please call:
951-371-SLIM (7546)
Or visit Healthy Lifestyles online at www.healthylifestylesdiet.com

Whether it's for insurance or developing a healthier lifestyle, Lou and Linda Grande are ready to meet their clients' needs.

Arrowhead Credit Union meets the financial needs of the Grande's including their personal and business. Lou Grande Insurance Agency has been an Arrowhead Business Member since 2001. Healthy Lifestyles has been an Arrowhead Credit Union Business Member since 2004.



Lou Grande



Linda Grande

Year-End Tax Saving Ideas For Business

In 2006, businesses paid the IRS about \$351 billion in income taxes. Consider these potential tax-saving ideas to help keep your business from paying more than its share. Be sure to discuss strategies with your tax advisor before taking any action that will affect your tax situation.

Manufacture a deduction. Two years ago, a deduction for qualified income from domestic manufacturing activities was introduced. This year, it increases from 3% to 6%. The deduction encompasses more than traditional manufacturing; it also applies to construction, engineering, energy production, computer software, sound recordings and certain films and processing of agricultural products.

Expense it. You may choose to deduct the cost of qualifying equipment purchased and put into service in 2007, rather than depreciate it over several years. Eligible property includes machinery and other equipment, furniture and fixtures, and off the



shelf computer software. The Section 179 expensing limit for 2007 is \$125,000.

Take a healthy exclusion. Up to specified dollar limits, you may be able to exclude contributions to the health savings accounts (HSAs) of qualified individuals from federal income tax withholding, Social Security tax, Medicare tax and Federal Unemployment Tax Act (unemployment) tax. For 2007, the contribution limits are \$2,850 for self only coverage or \$5,650 for family coverage. For those age 55 or older, the limits are \$800 greater. The Tax Relief and Health Care Act of 2006 allows you to make larger HSA

contributions for a non-highly compensated employee than for a highly compensated employee.

Retire some tax burden. If your business doesn't already have a retirement plan, consider putting one in place. You may be able to deduct contributions you make to Simplified Employee Pension (SEP), SIMPLE (Savings Incentive Match Plan for Employees) and other qualified plans for yourself and employees. Small employers (100 or fewer employees) may also be eligible for a tax credit of 50% of the first \$1,000 of startup and administrative costs if you begin a new qualified plan, including a 401(k).

Count on Us

Arrowhead Credit Union can help you take full advantage of potential tax savings with loans and lines of credit. For more information, talk to your Business Banking Representative at **866-280-5534**.

Arrowhead Credit Union does not give tax advice. Please consult your tax advisor for more information.



How To Explain Price Hikes To Customers

Increasing costs are a fact of life for many businesses. To remain profitable, it's often necessary to pass price increases to

customers. To keep customers, it's crucial to communicate the reason for a price hike.

When faced with the task of raising prices, put yourself in your customers' shoes. Don't let your customers learn about a price increase out of the blue from your invoices. Instead, consider customers' questions from the get go and make sure you and your employees are prepared to inform customers of the change and provide personalized answers to their questions.

Questions and Answers

Why are prices increasing? The more details you can give, the less customers will think your only motive is to make an extra buck. If prices are going up due to higher fuel costs or cost increases from unique suppliers, your customers may better understand the need to pay more.

When will the changes take place?

Communicate with your customers before the price increase happens. Consider writing a personal letter or e-mail, or, depending on your business, a phone call may be welcome. Customers will likely appreciate your proactive approach and realize it's best to stay with a company that offers good service.

Are there alternative options? Customers who have limited budgets may appreciate tips you can offer for saving money, such as moving back delivery deadlines to allow extra time for more cost-effective shipping.

Keep Lines of Communication Open

Listening to customers during a time of change is important. Assure them your goal is to deliver a quality product or service, and stand by your new pricing. If you know your business is worth it, your customers will too.

At Arrowhead Credit Union, it's our goal to help you keep your business costs manageable. Look to us for loans, electronic services and business checking accounts to help you make the most of your finances.

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