

Credit Union Promotion VISUAL AIDS



ASSOCIATION
OF ASIAN CONFEDERATION OF CREDIT UNIONS

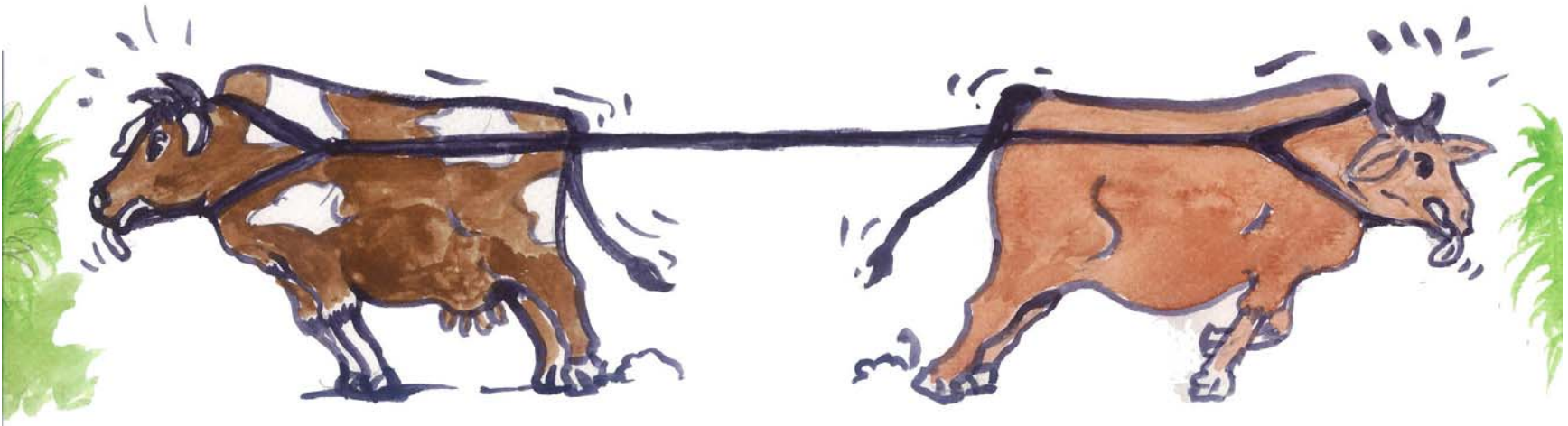
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Credit Union Organization

No cooperation, no unity . . .

Goal cannot be achieved

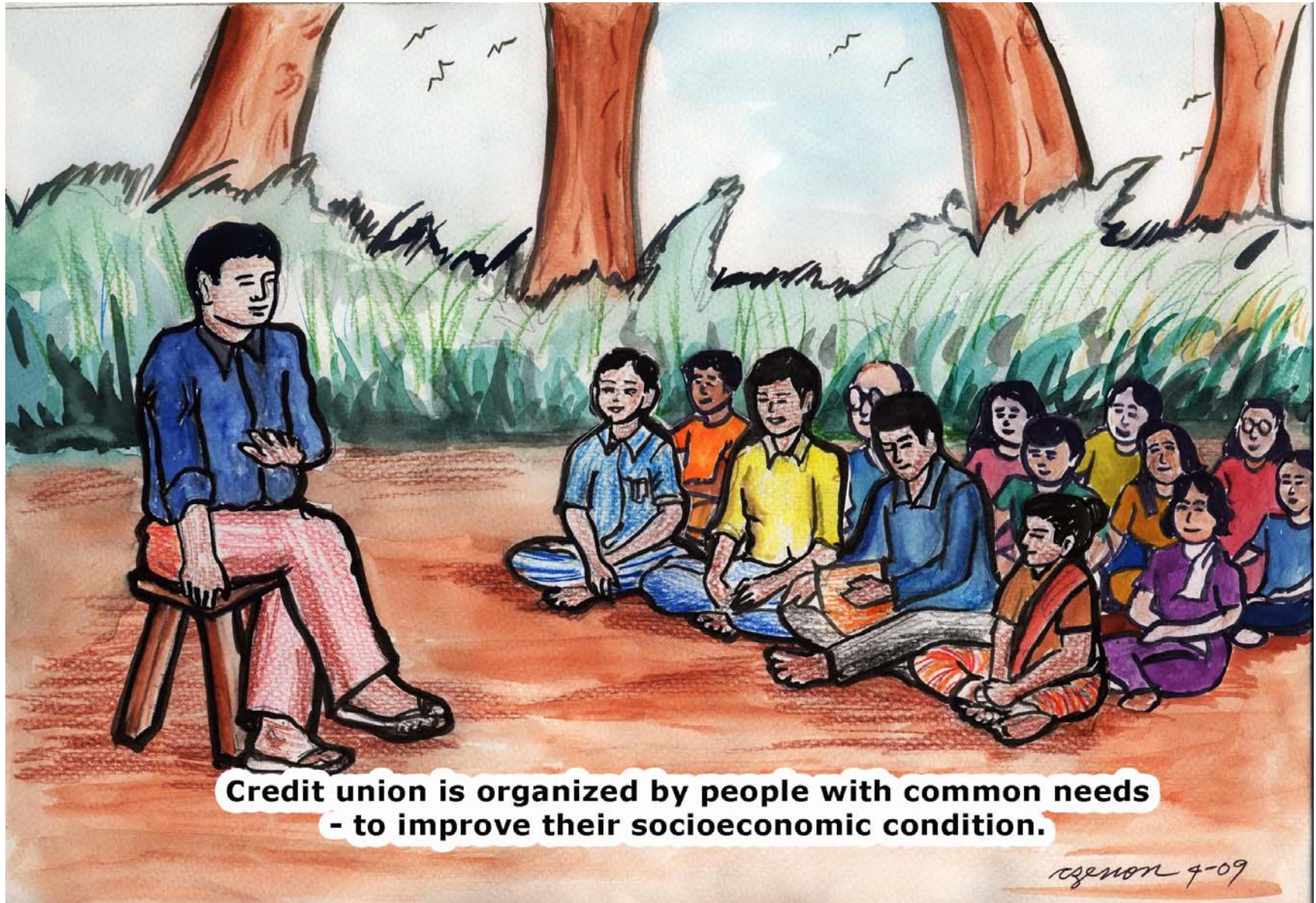


working together, can achieve larger goals



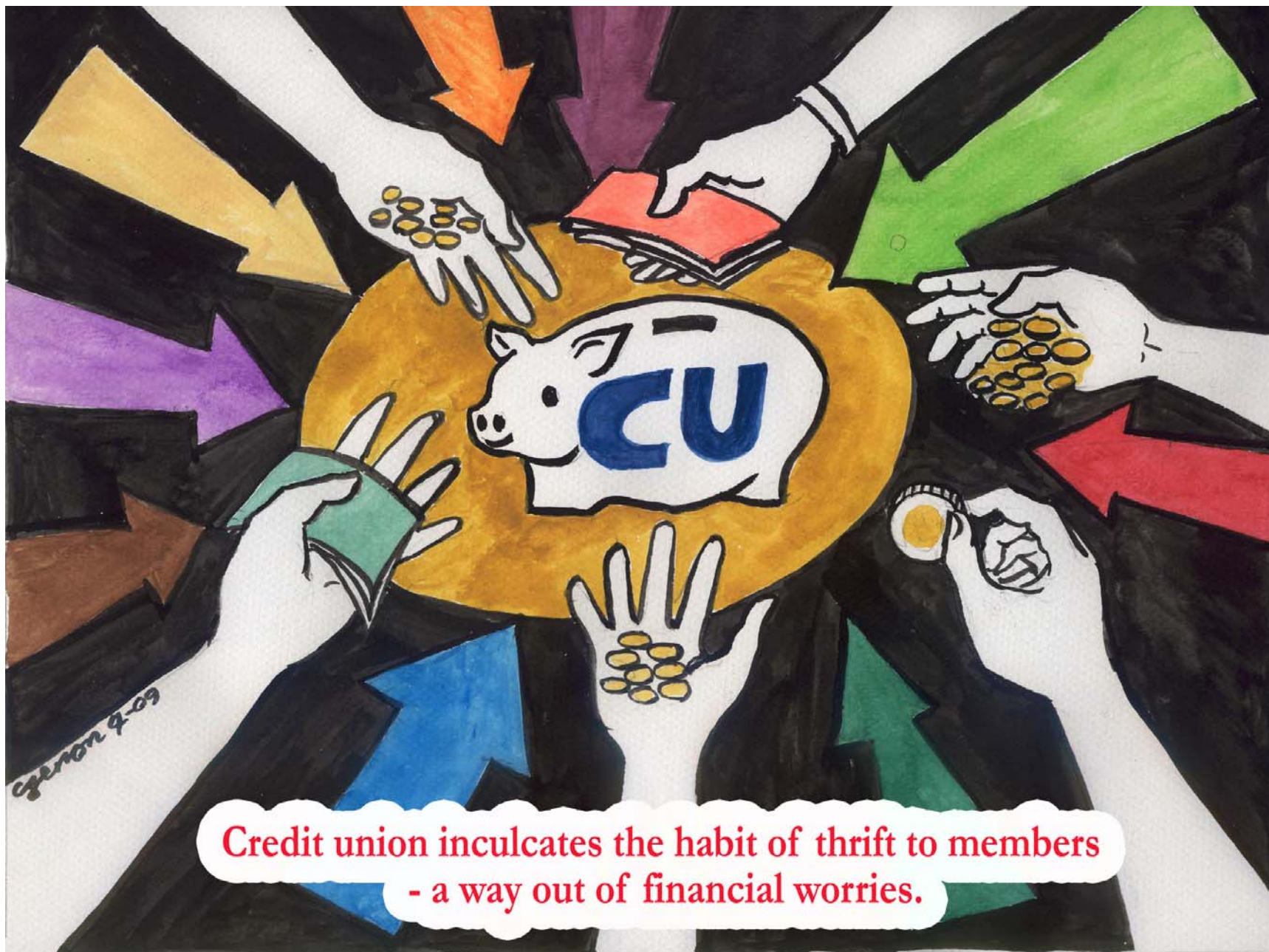
Working together can achieve larger goals



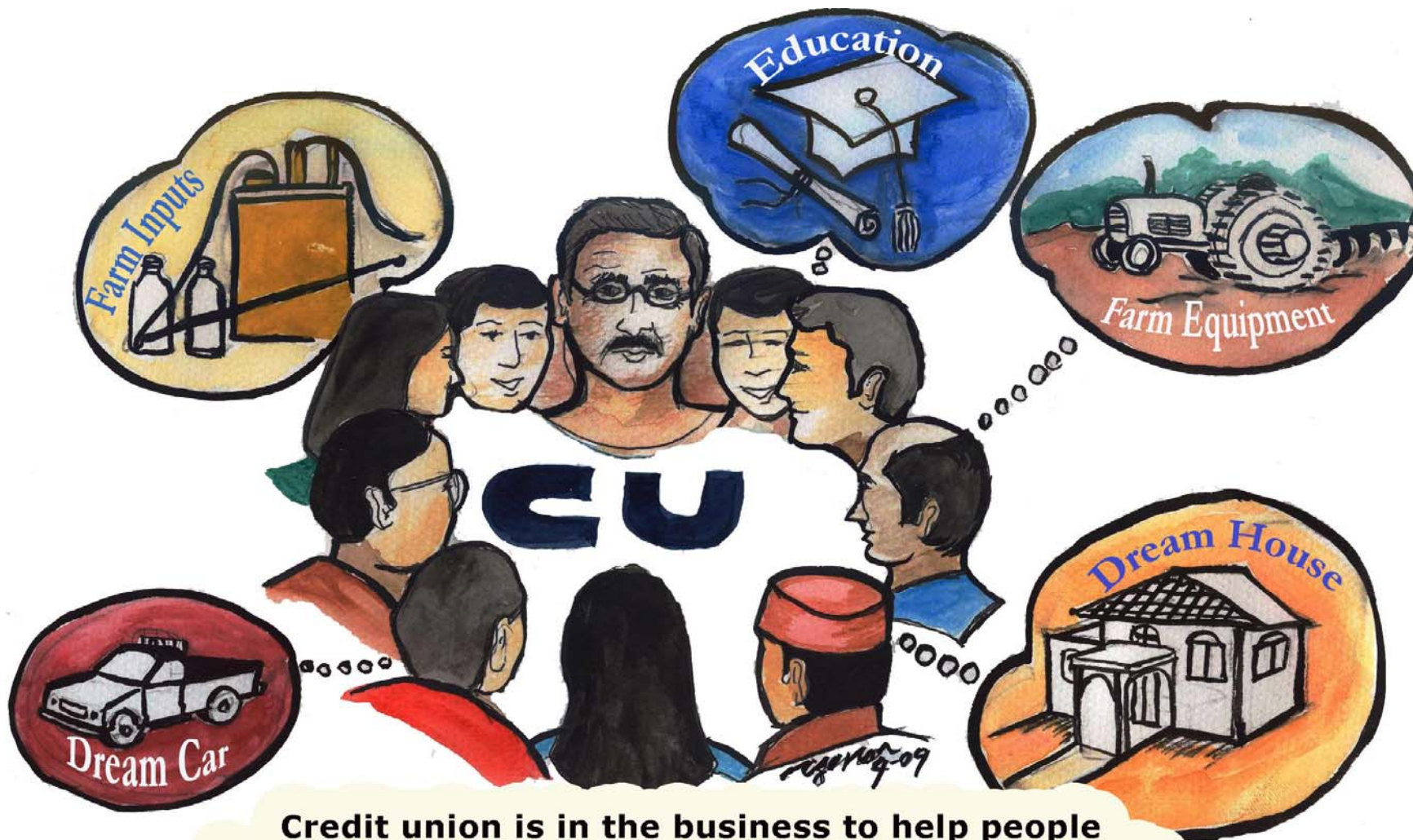


**Credit union is organized by people with common needs
- to improve their socioeconomic condition.**

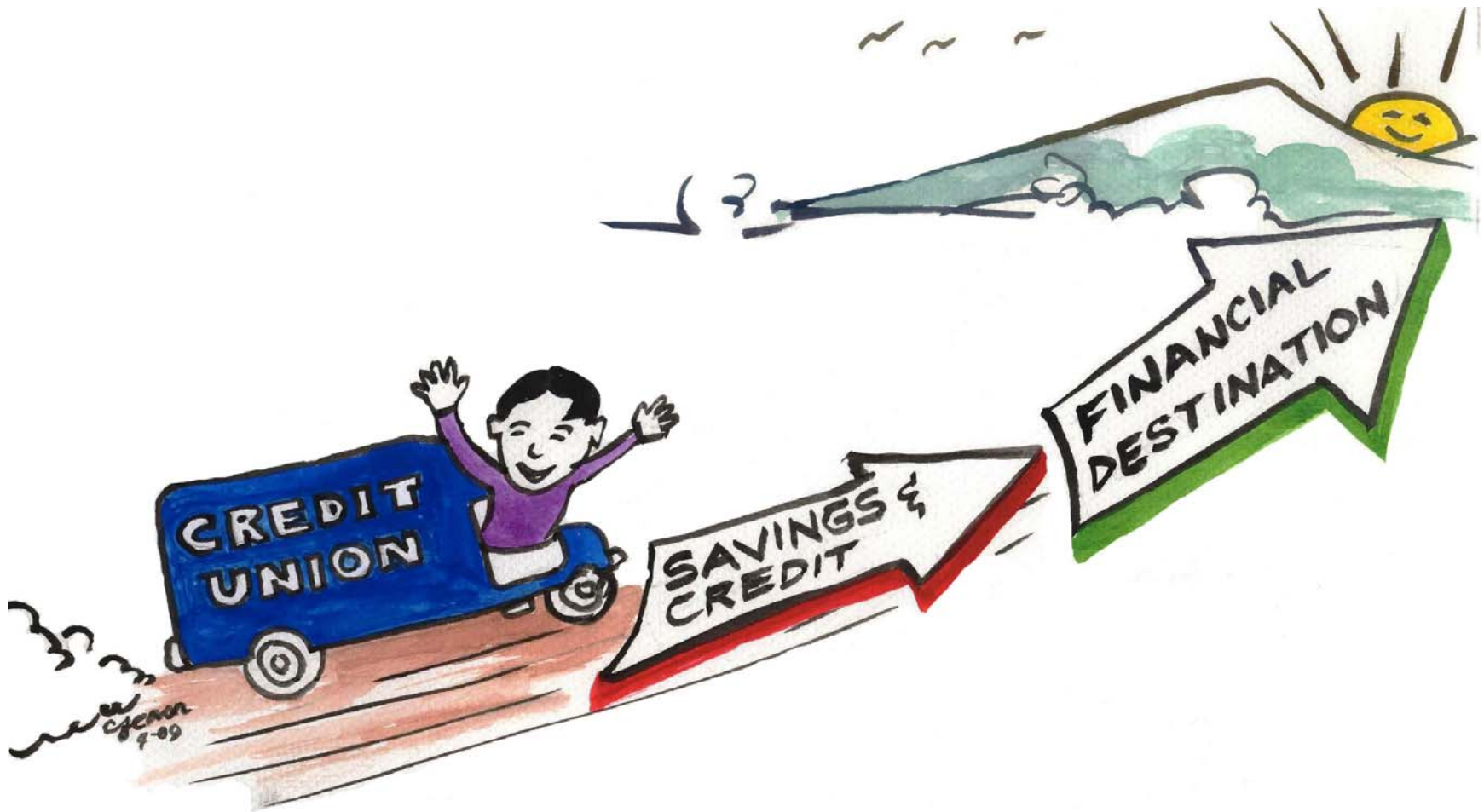
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**Credit union inculcates the habit of thrift to members
- a way out of financial worries.**



Credit union is in the business to help people improve lives through realizing their financial goals.



**The credit union provides the vehicle;
the members use it to arrive at their financial destination.**

The Father of Credit Union
F.W. Raiffeisen





Credit union is the center for cooperation, unity and community building.

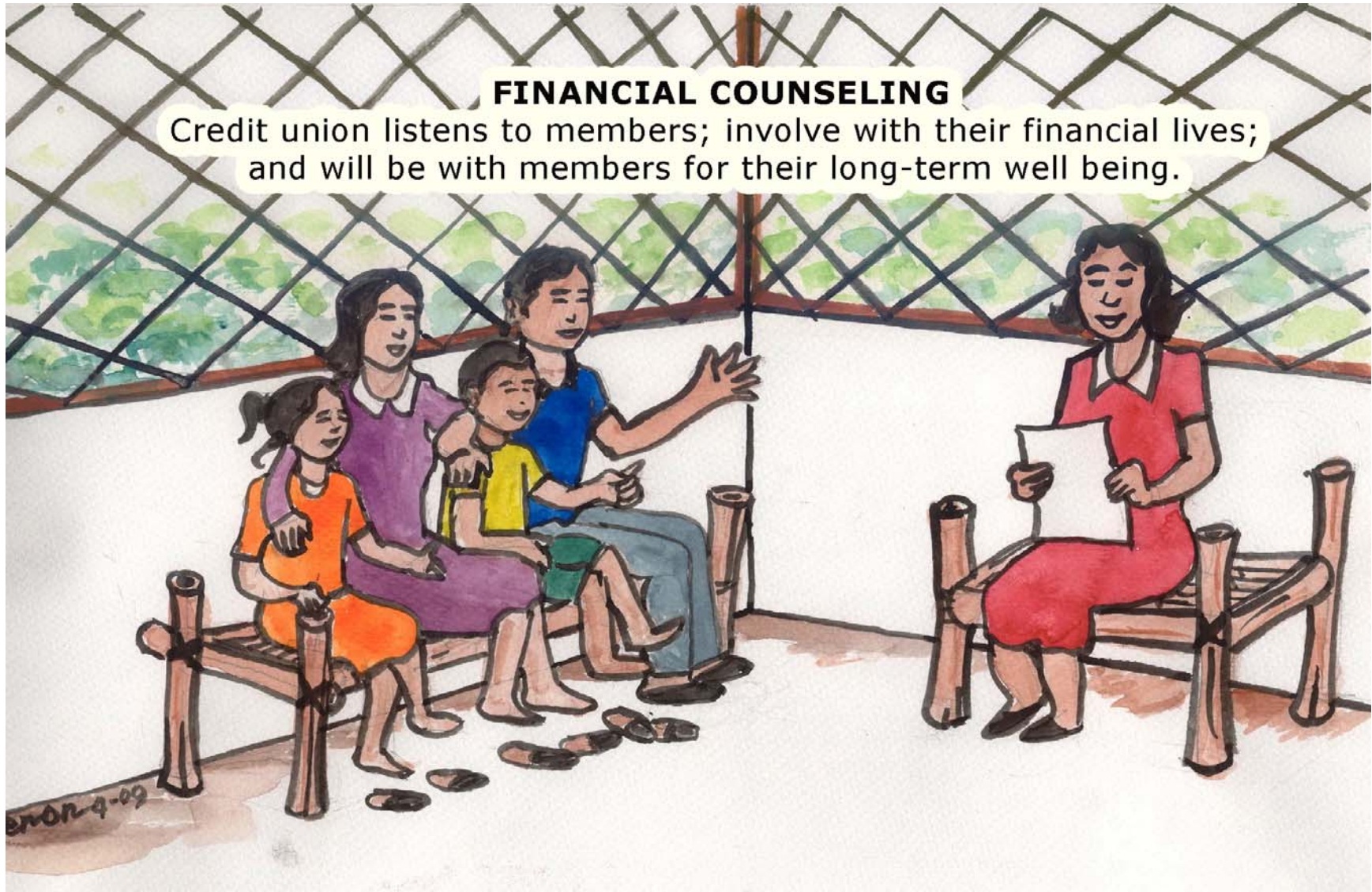
Benefits of Community from Credit Union

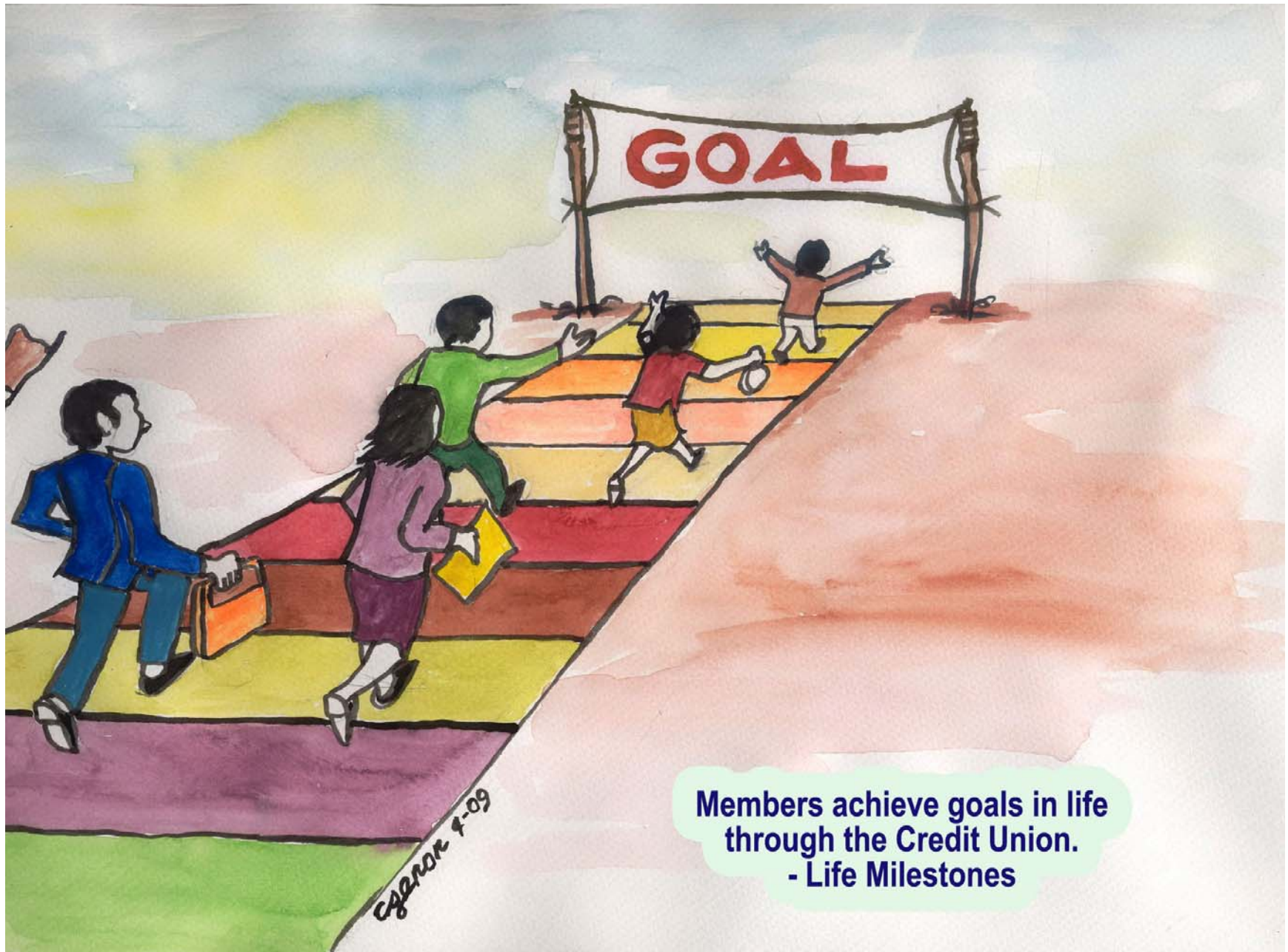


**Credit union develops leadership skills of members
and inculcate the practice of cooperation in the community
"one for all, all for one"**

FINANCIAL COUNSELING

Credit union listens to members; involve with their financial lives; and will be with members for their long-term well being.





**Members achieve goals in life
through the Credit Union.
- Life Milestones**

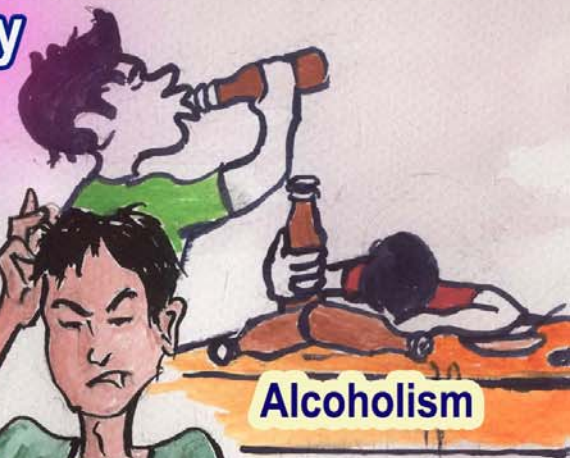
Social Issues Related to Poverty

Social Issues on Poverty

Squatting (slums)



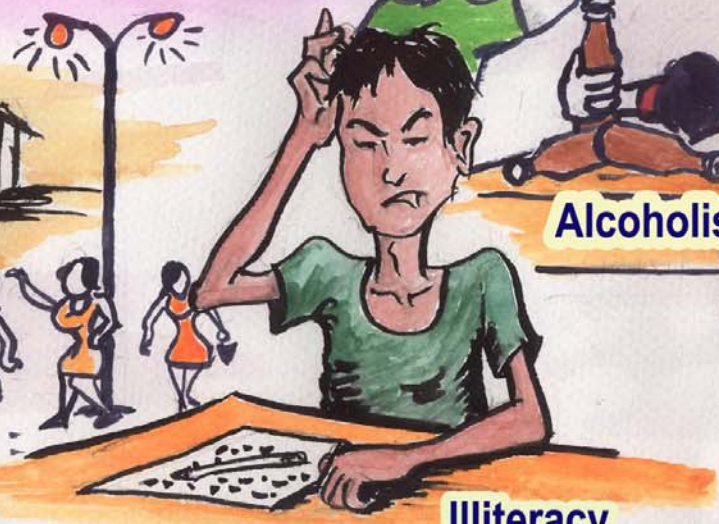
Alcoholism



Prostitution



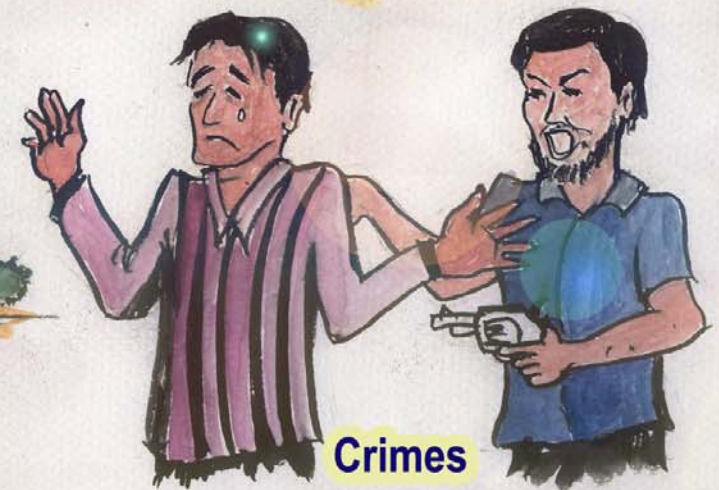
Illiteracy



Begging



Crimes



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The Value of Savings



Savings is a financial discipline that allows members to prepare for emergencies & build financial future.

**Life's Choice:
Spend for NEEDS or WANTS?**



Learn the habit of thrift
by proper financial planning.

Personal financial management

SAVINGS

INCOME

EXPENSES

BORROWING



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**DROPS
OF WATER**



CREEK



RIVER



SAVINGS:
small drops of water forms a creek,
then river, then ocean.

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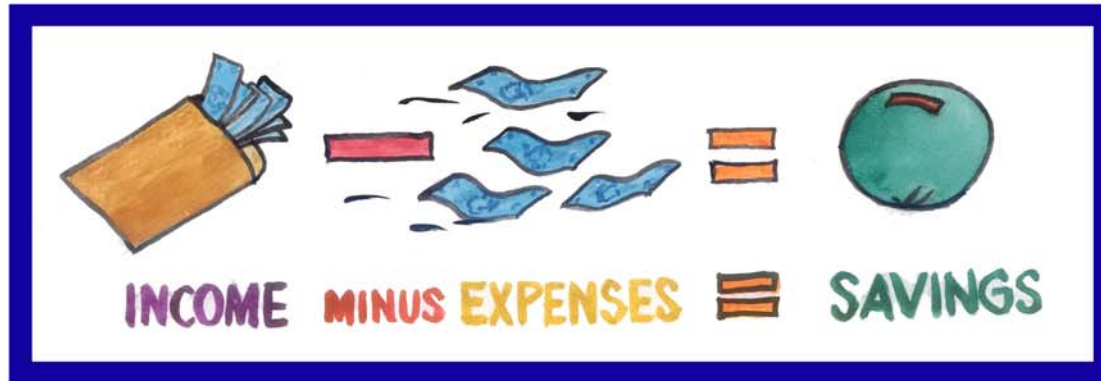


A small savings made regularly can make a big difference tomorrow!

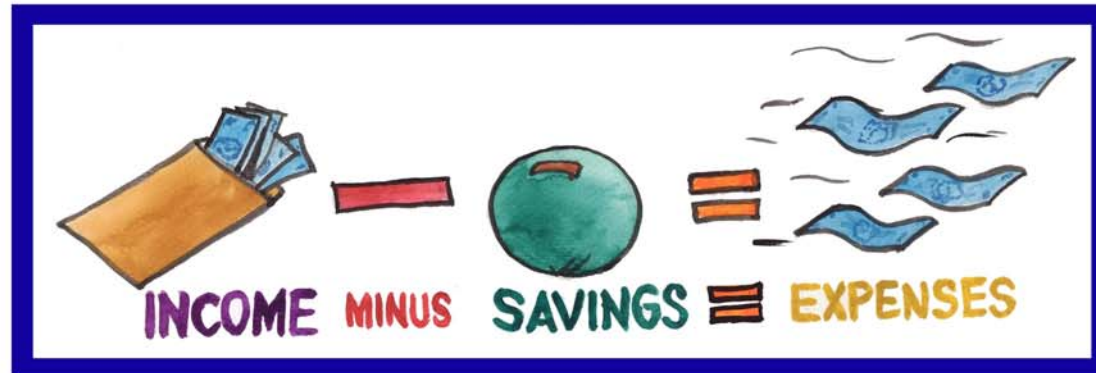
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How can you save?

1. Savings after expenses



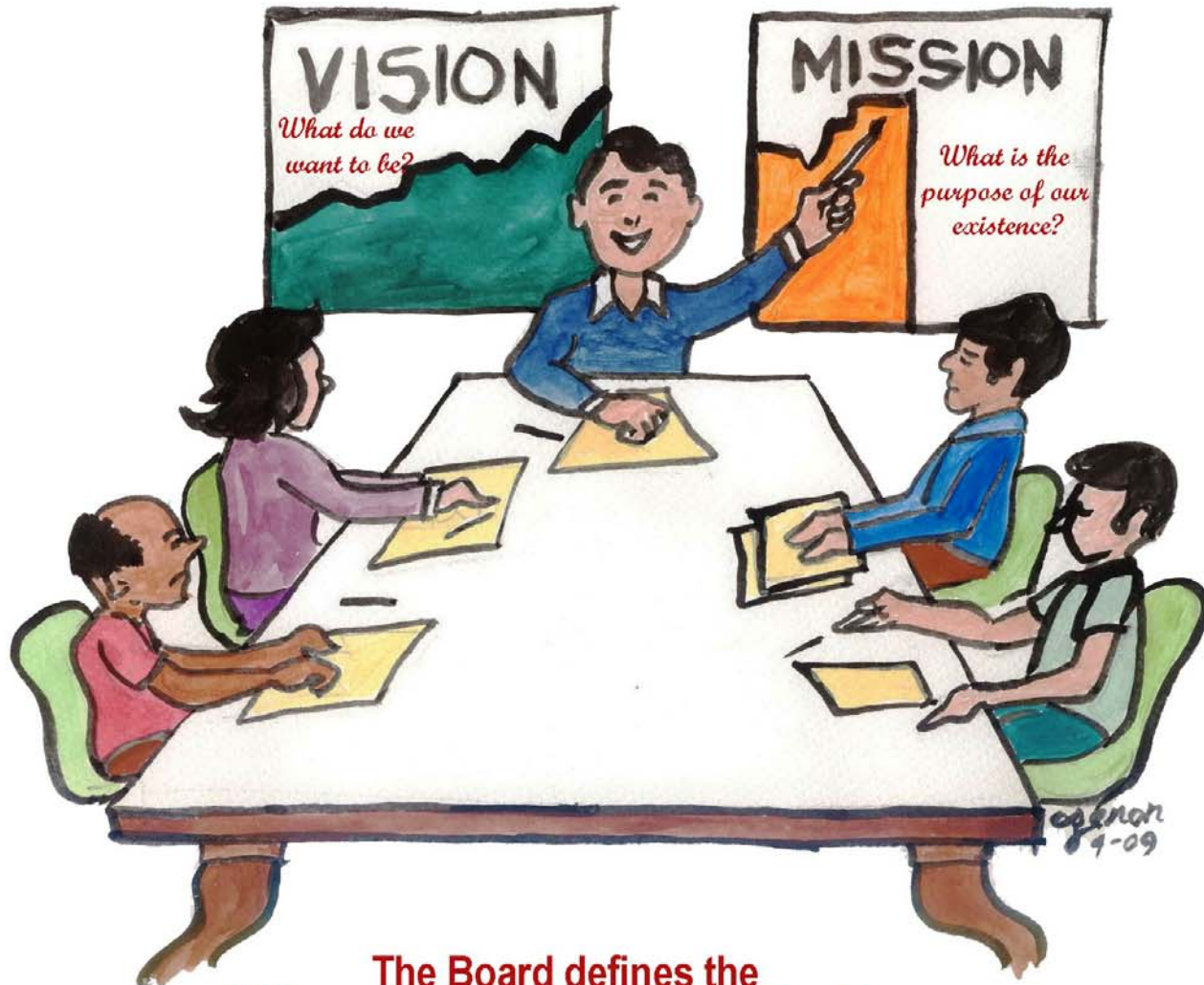
2. Savings before expenses



The Role of Board of Directors

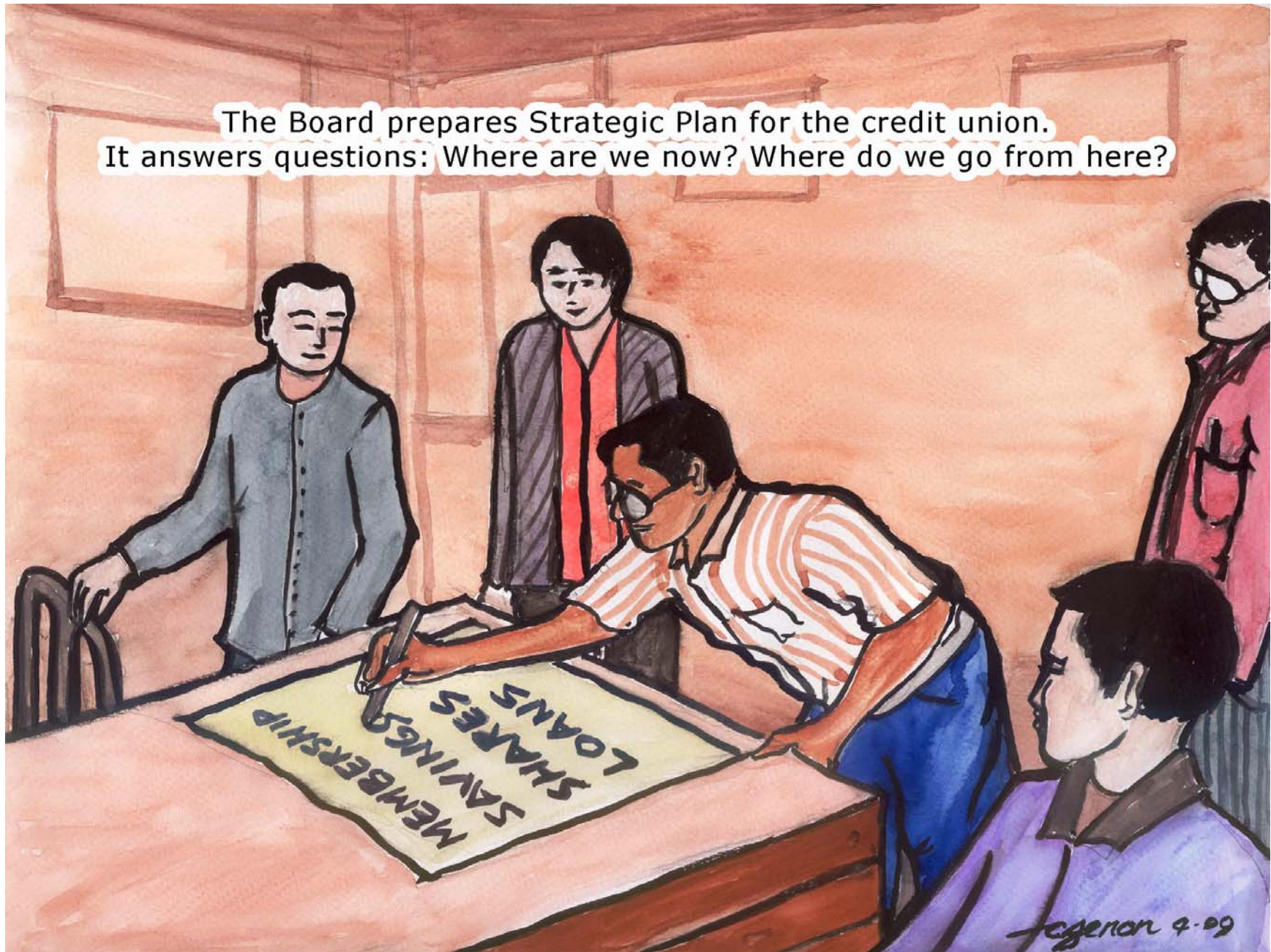
The Board assumes responsibility from General Meeting to govern the credit union within the framework of legislations, standards and policies to fulfill the mission.





The Board defines the Vision and Mission of the credit union.

The Board prepares Strategic Plan for the credit union.
It answers questions: Where are we now? Where do we go from here?

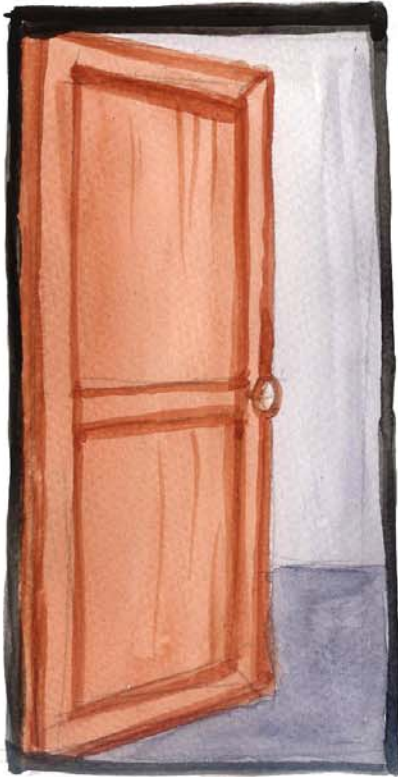


The Board reviews the credit union performance & set the best strategies to achieve growth & sustainability.

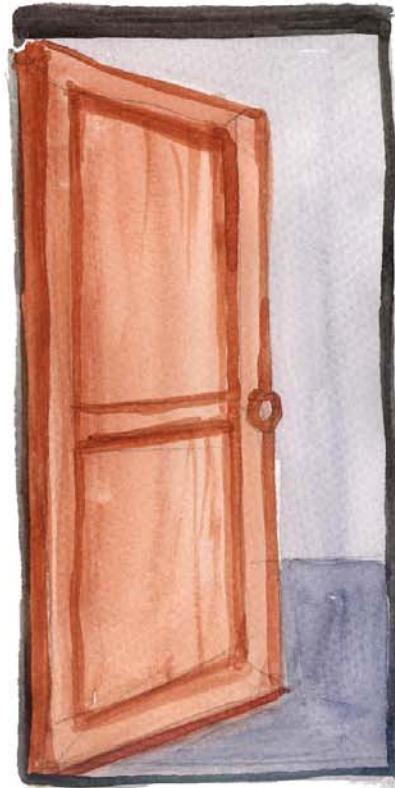


The Role of Credit Committee

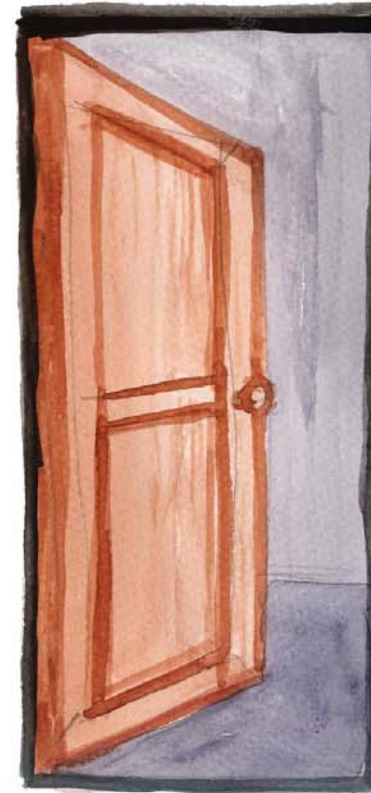
The Credit Union 3-Door Strategy



Door 1



Door 2



Door 3



Door 1 - Membership

It should be wide opened.
Credit Union is the WINNER!

Credit Union receives
Share Capital &
Membership Fee!



Door 2 - Savings

It should be wide opened.
Credit Union is the WINNER!

Credit Union receives
SAVINGS!



Door 3 - Loan

It should be opened but with precaution. Need training and full understanding of loan purpose and capacity to pay of member.

This time Credit Union takes **RISK.**

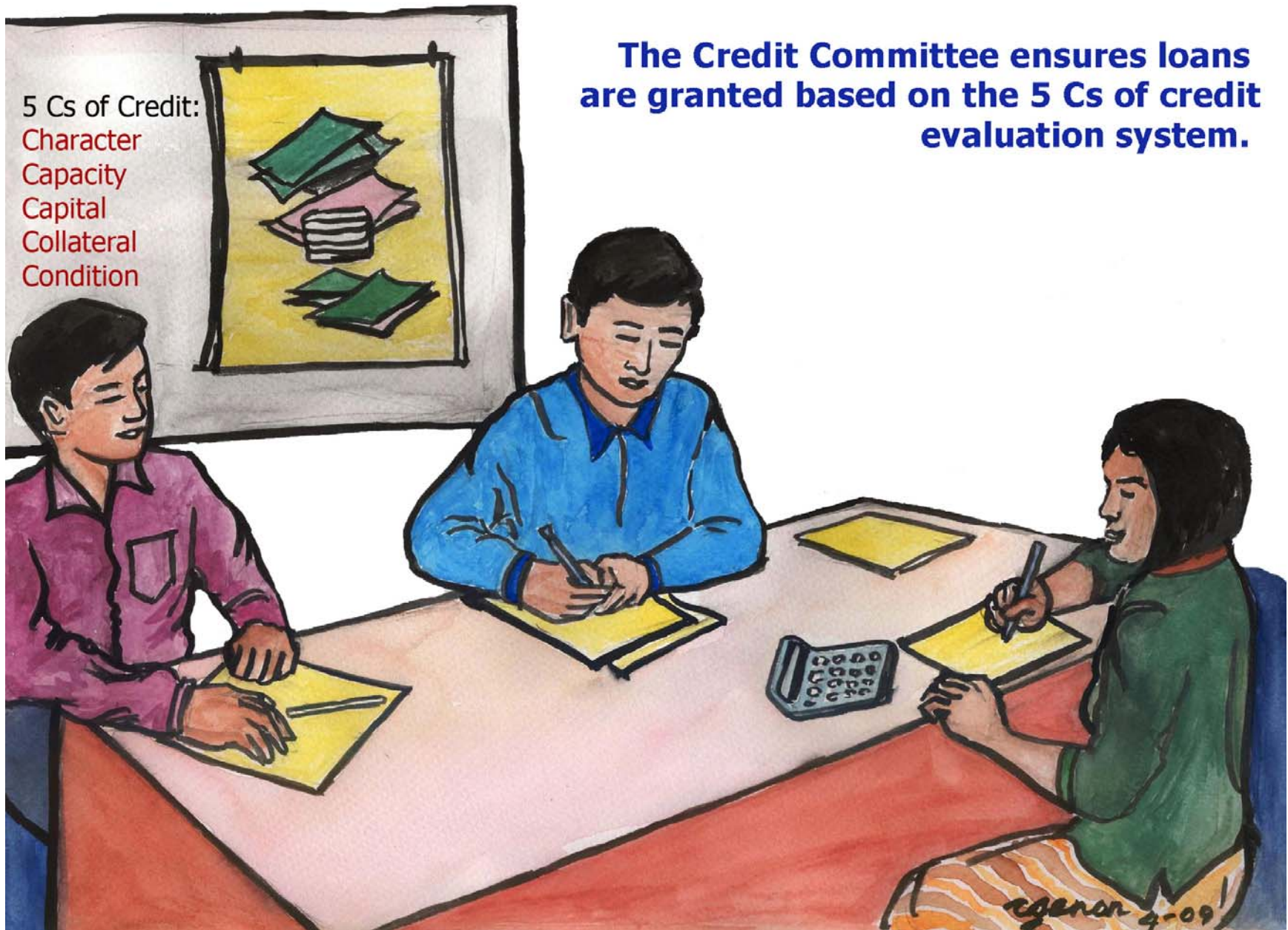
Credit Committee ensures the savings & loans are solutions to members' financial problems & goals.



The Credit Committee ensures loans are granted based on the 5 Cs of credit evaluation system.

5 Cs of Credit:

Character
Capacity
Capital
Collateral
Condition



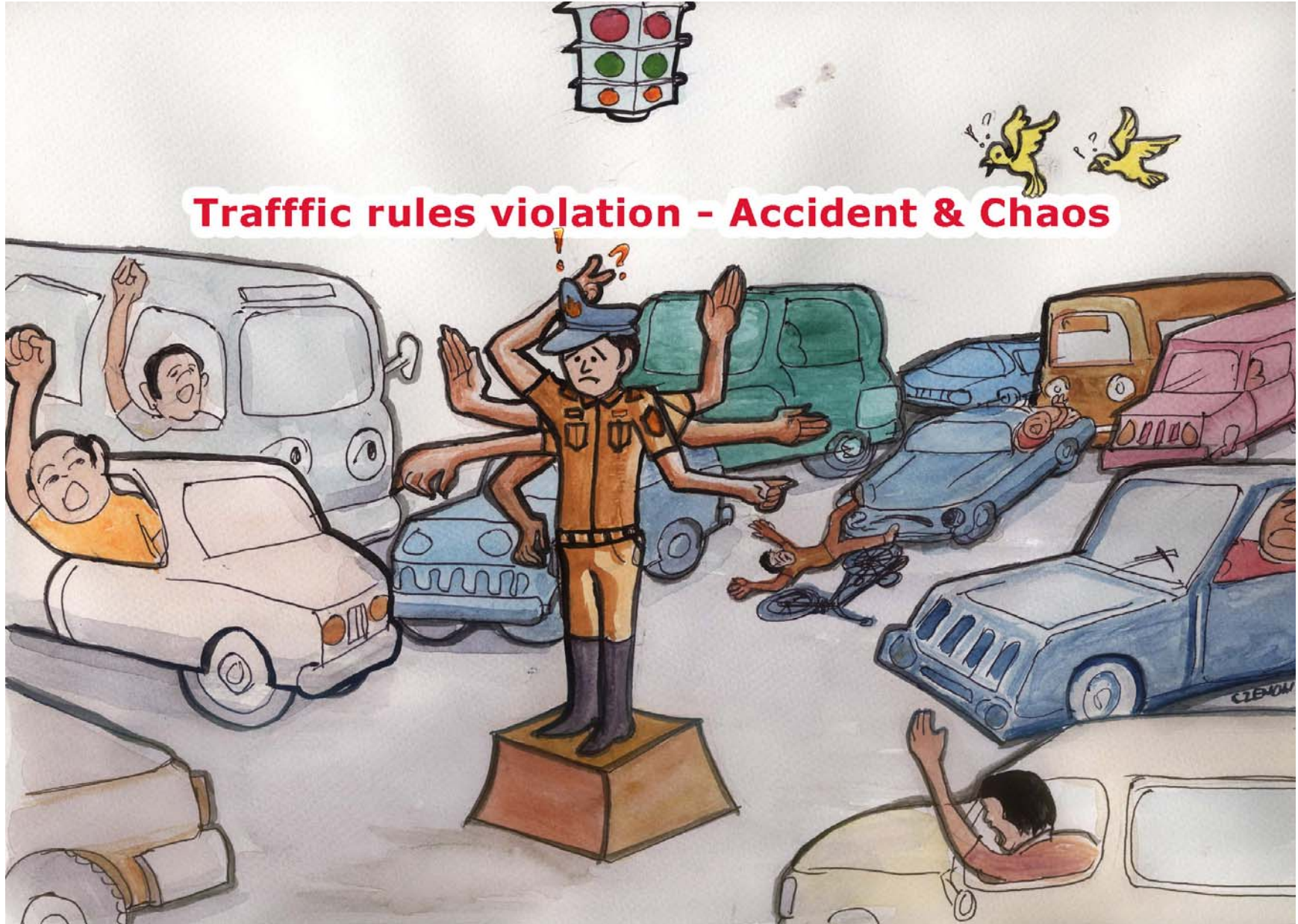
AGENDA OF MEETING

1. Review of Products & Services
2. Review of Loan Procedures
3. Review of Repayment
4. Approve Loans
5. Review Loan Loss Provisions



The Role of Supervisory Committee

Traffic rules violation - Accident & Chaos





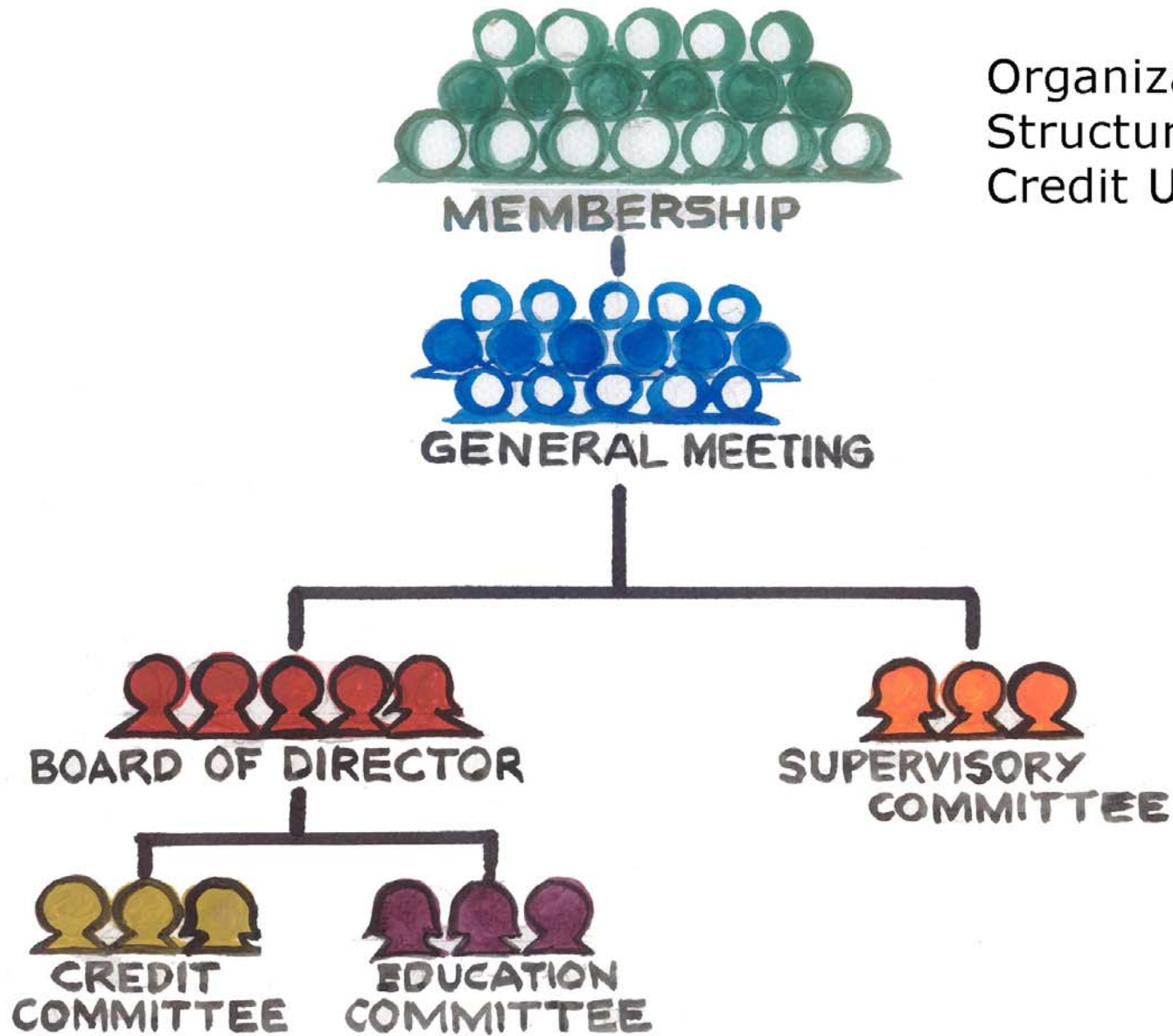
Supervisory Committee

Supervisory Committee meets regularly to review the Financial Statements and reviews the compliance of Board and management to Bylaws and policies.

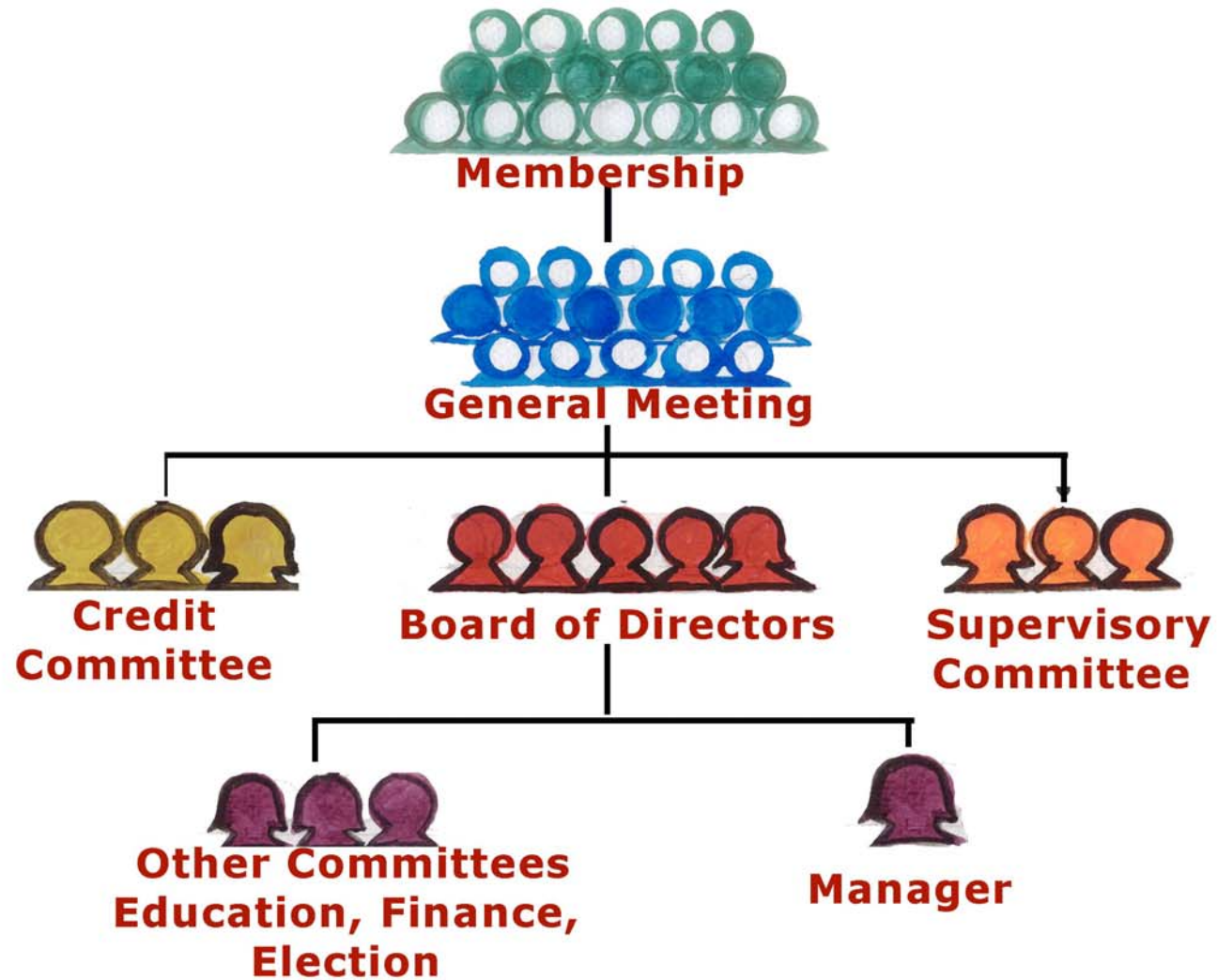


The General Meeting

Organizational
Structure of
Credit Union

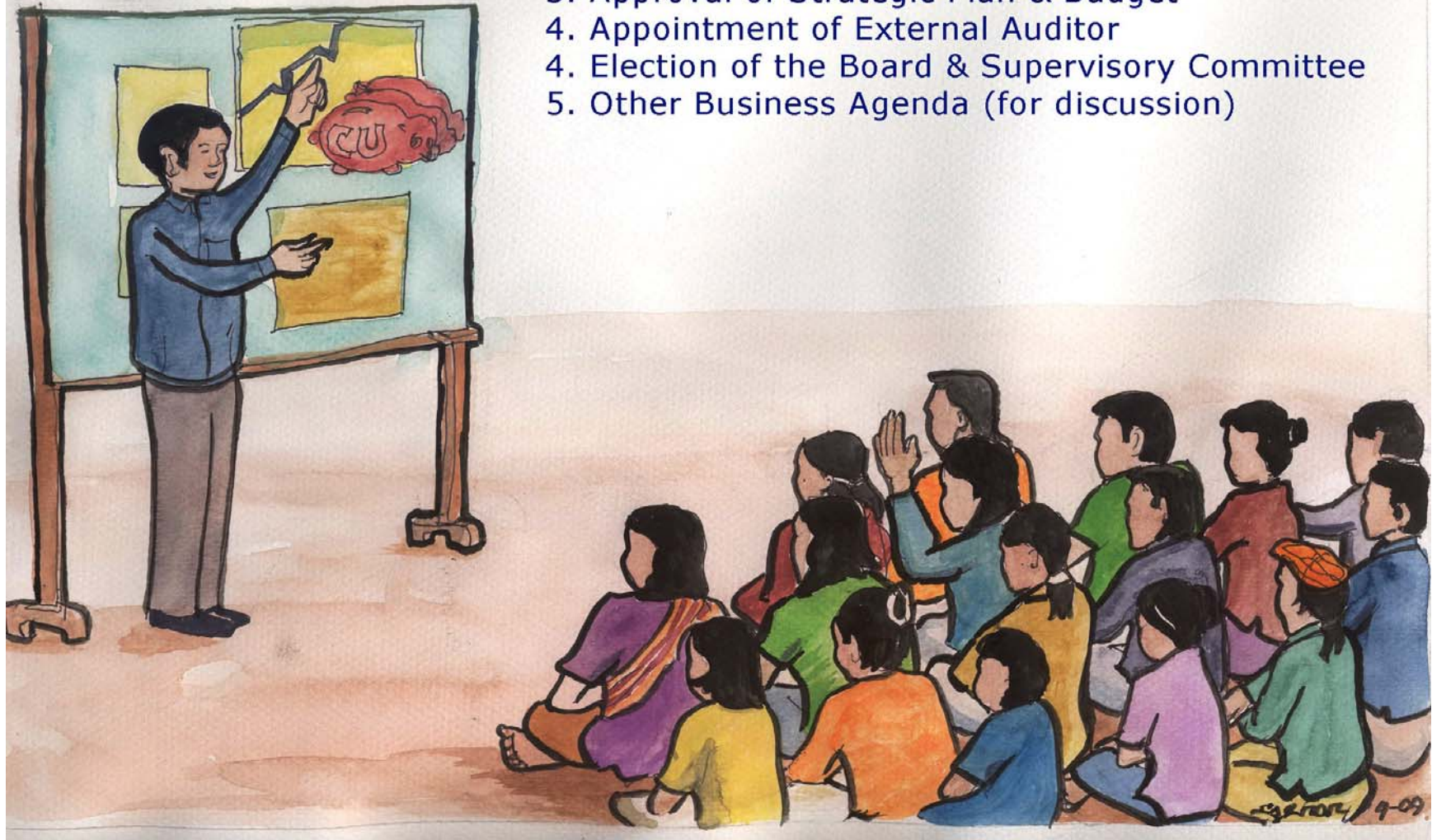


Credit Union Organizational Structure



General Meeting Agenda:

1. Confirmation of Minutes
2. Report of the Officers (Board)
3. Approval of Strategic Plan & Budget
4. Appointment of External Auditor
4. Election of the Board & Supervisory Committee
5. Other Business Agenda (for discussion)

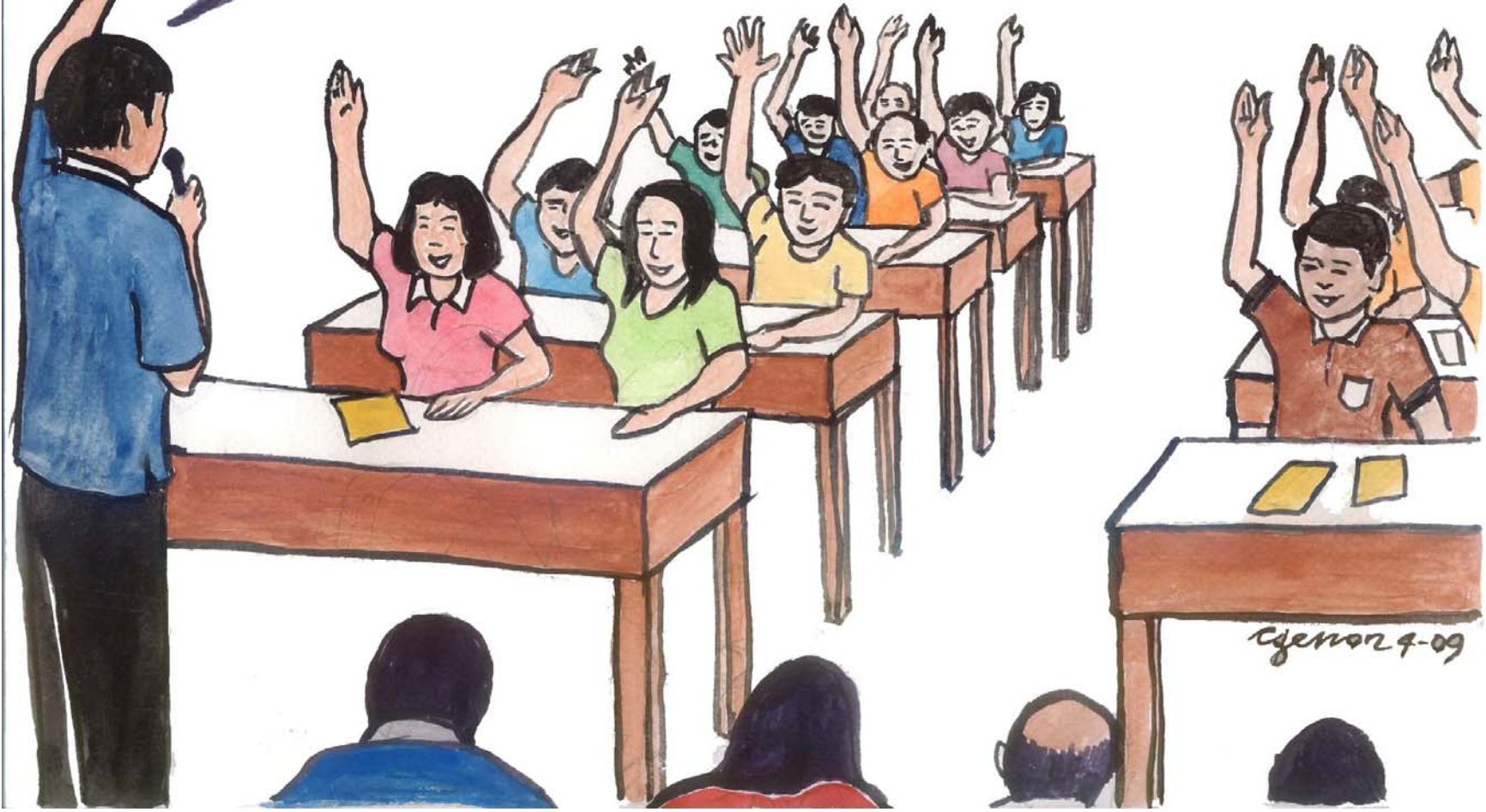


The General Meeting elects the Board of Directors and Supervisory Committee



**AGENDA 5
APPROVAL OF THE
PLAN AND BUDGET**

Members participate in taking decision for their credit union.



Agenda 5-09

How to Conduct Board Meeting?

Board Meeting:

The Chair leads the meeting & builds consensus

Board members study the meeting agenda in advance

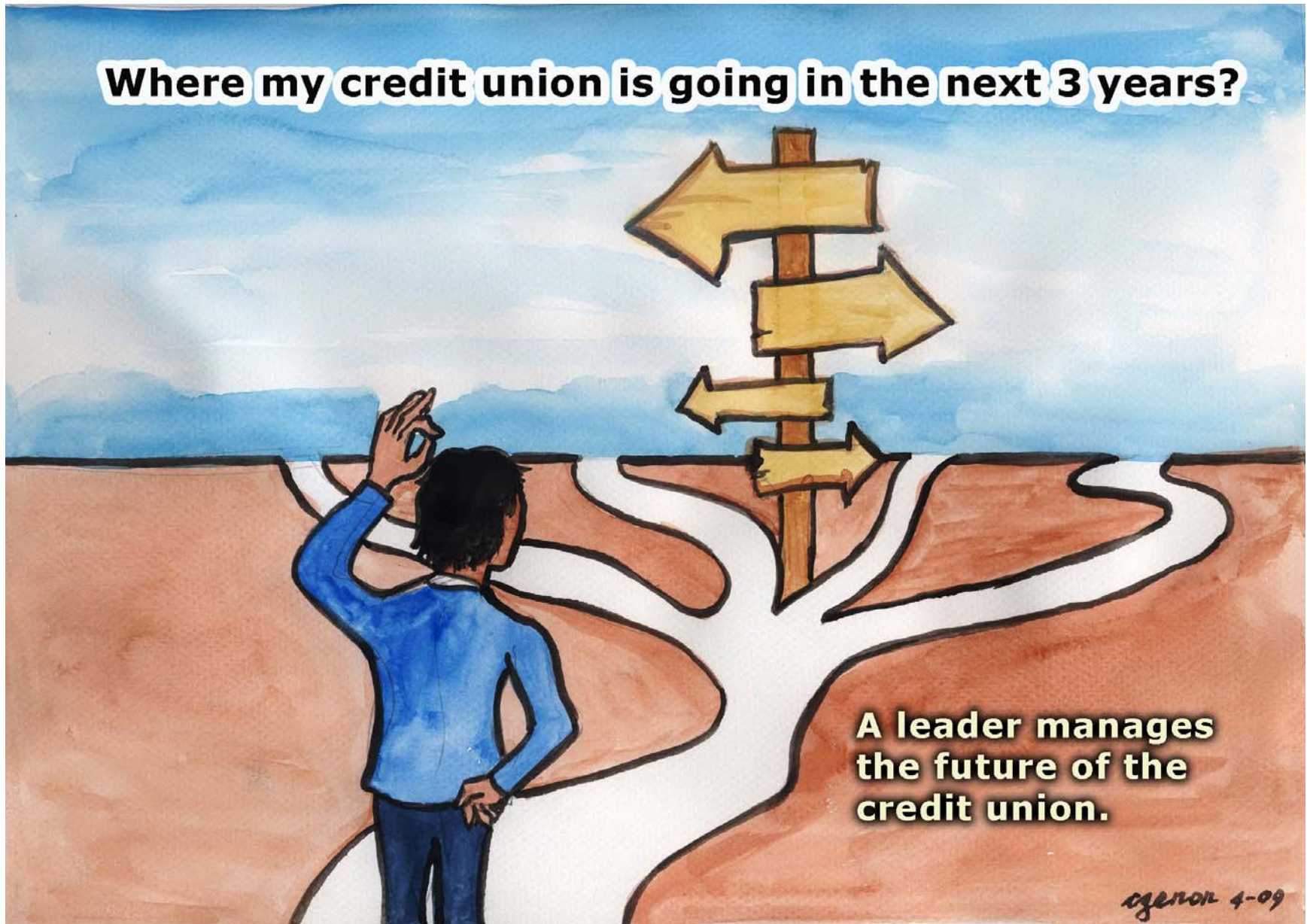
Board members participate actively in taking decisions

Board takes decision by consensus.



Quality Leadership

Where my credit union is going in the next 3 years?

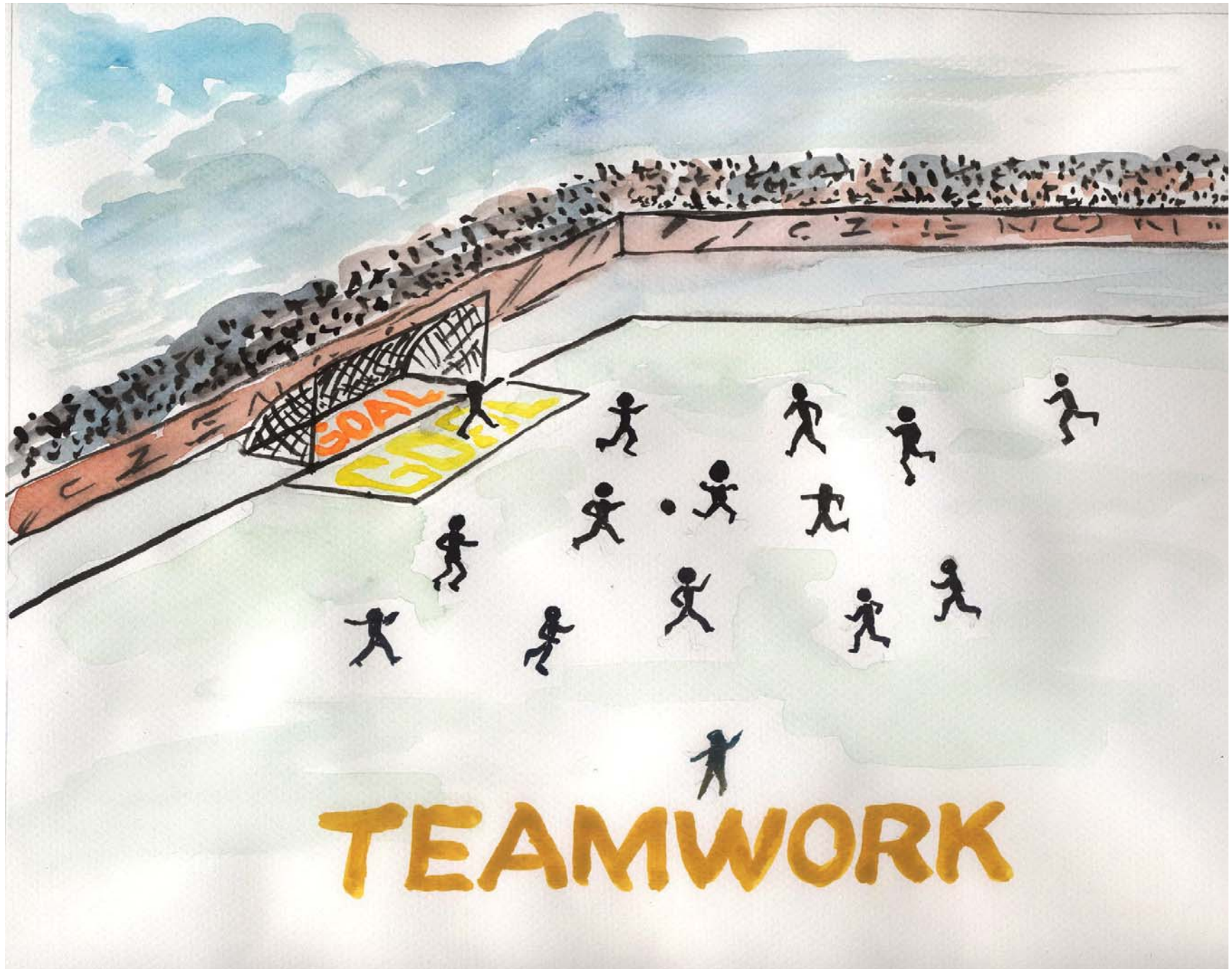


**A leader manages
the future of the
credit union.**

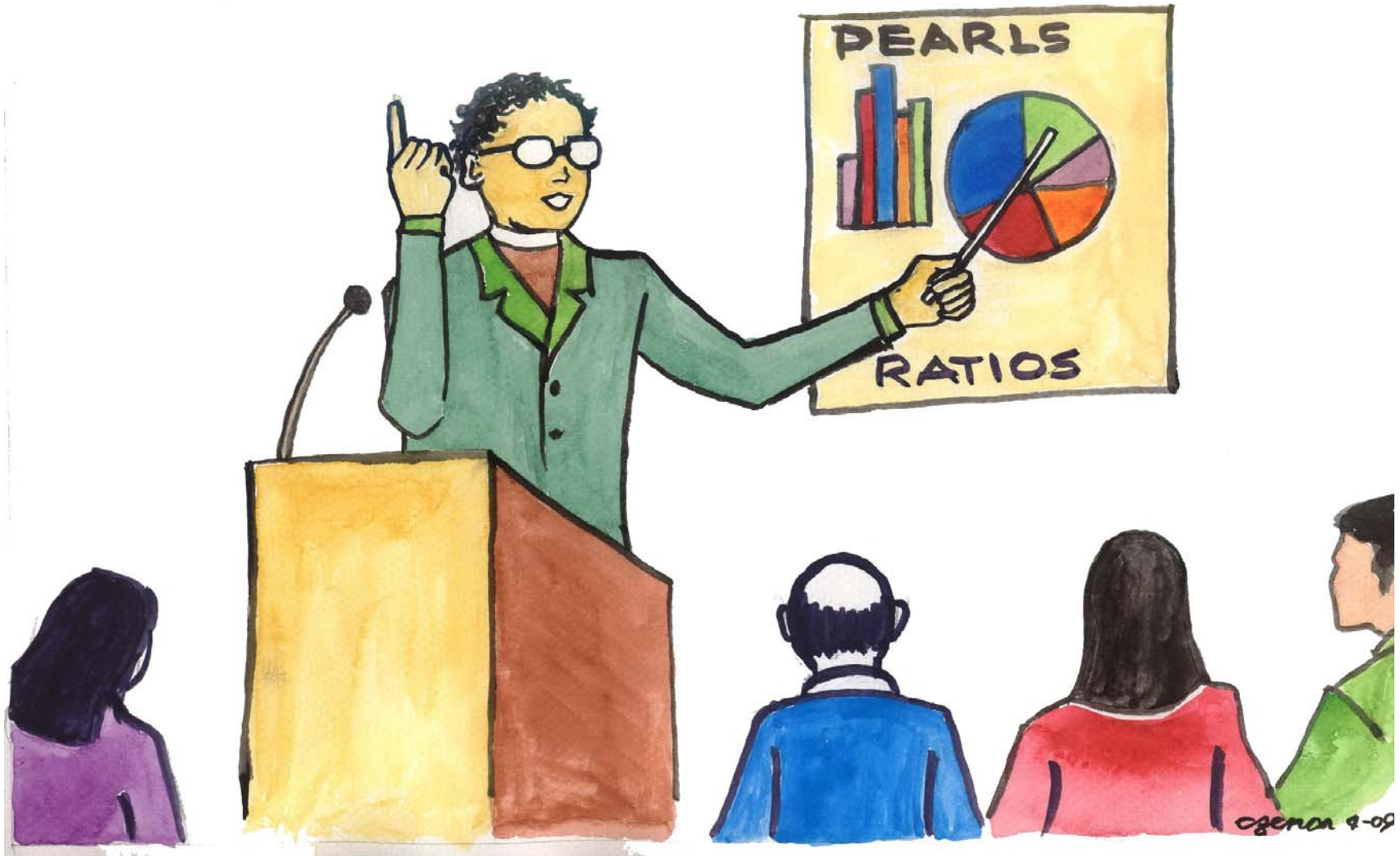
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Leadership - Motivate others to achieve common goal.





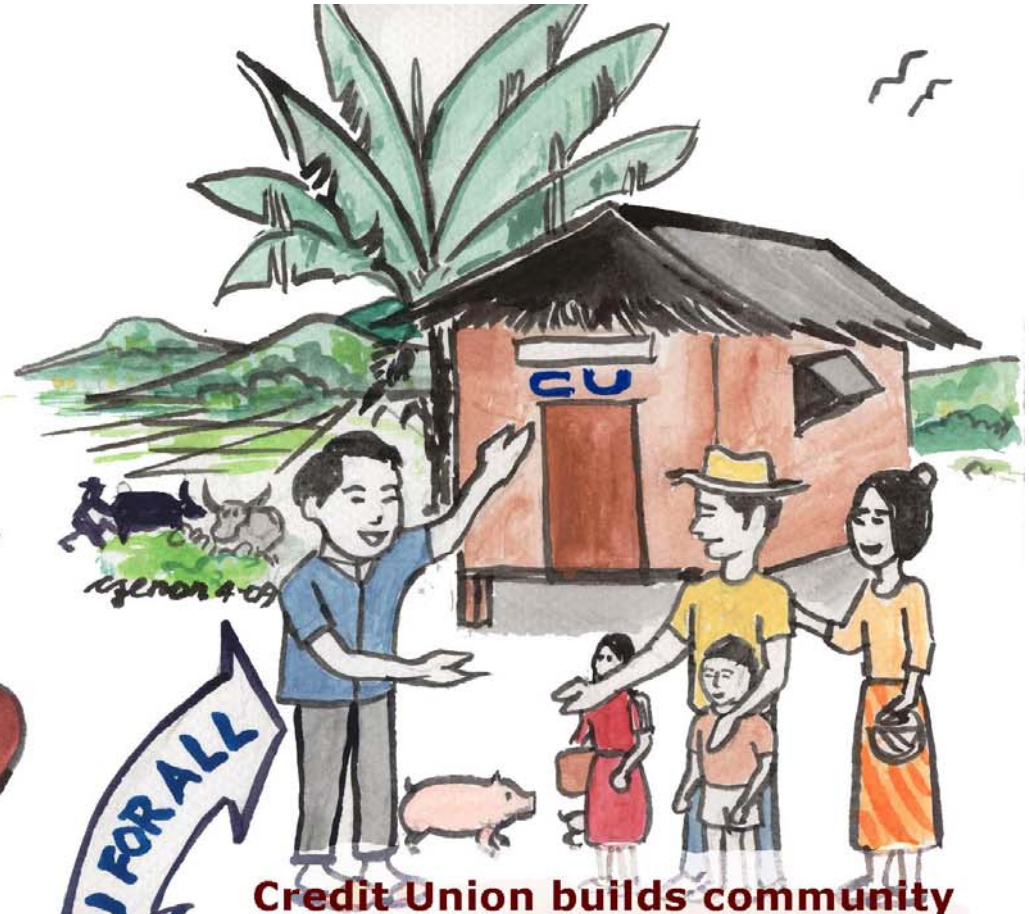
A leader always seeks for opportunity to learn and improve skills



Difference of Credit Union with Bank



Bank builds financial sector



Credit Union builds community



People is the most important assets of the credit union.

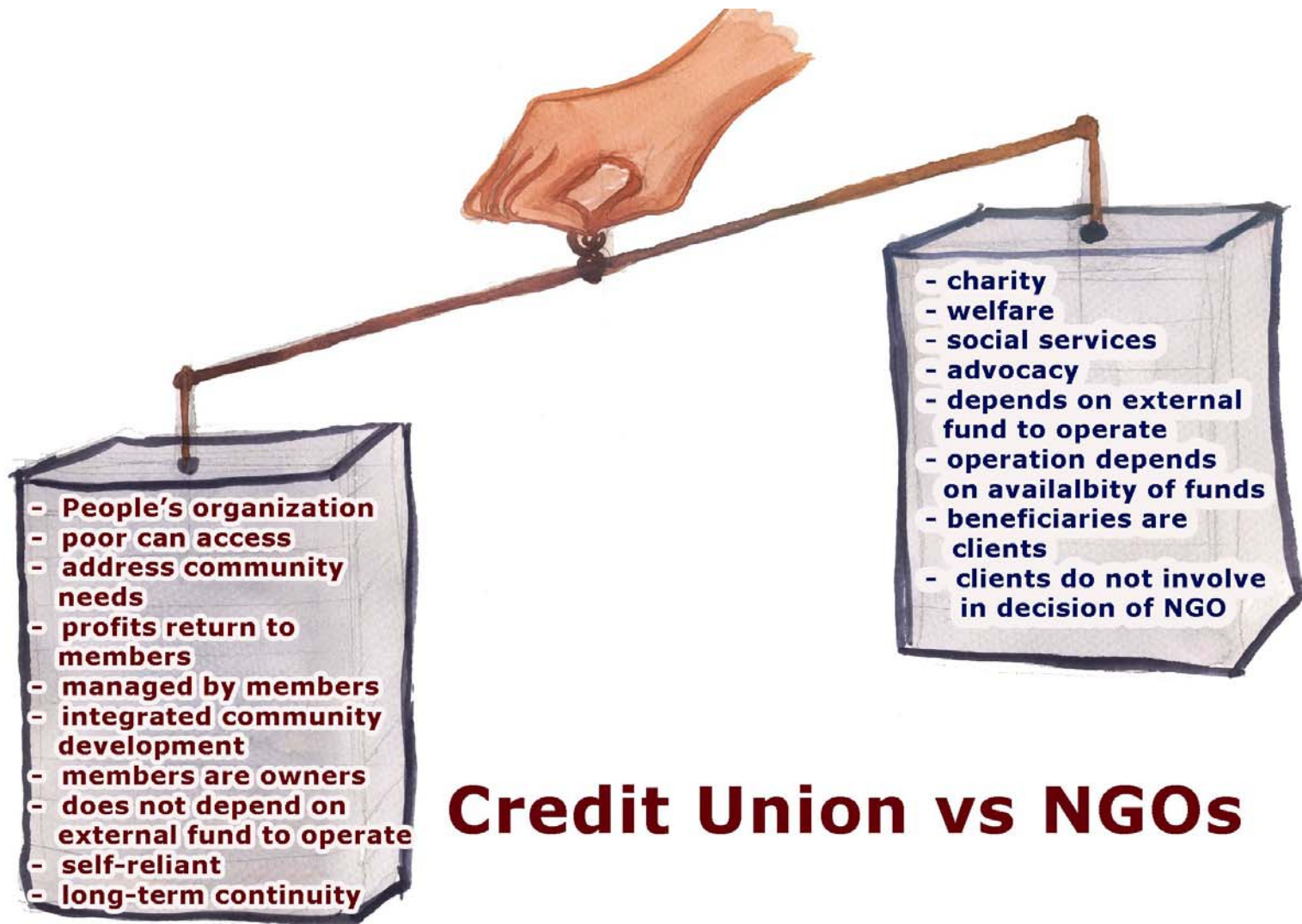


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- builds community
 - members are owners
 - profit return to members
 - concern about members financial future
 - savings mobilized invested back to community

- builds financial sector
- clients are users
- profit return to investors
- concern about high profit for investor
- savings mobilized from public invested in large enterprise & financial market

Credit Union vs Bank

Difference of Credit Union with NGO



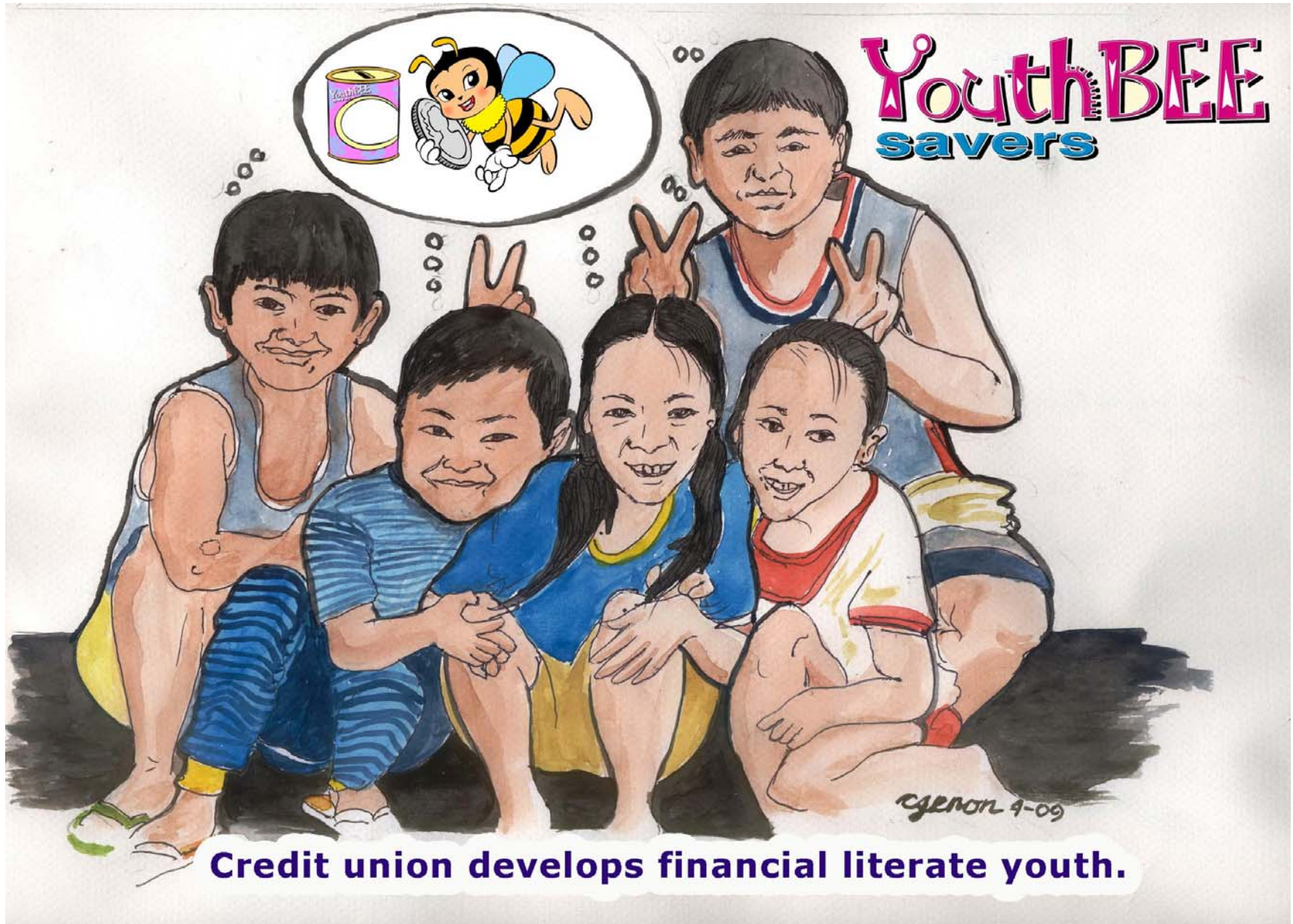
Credit Union vs NGOs

Benefits of Credit Union Membership

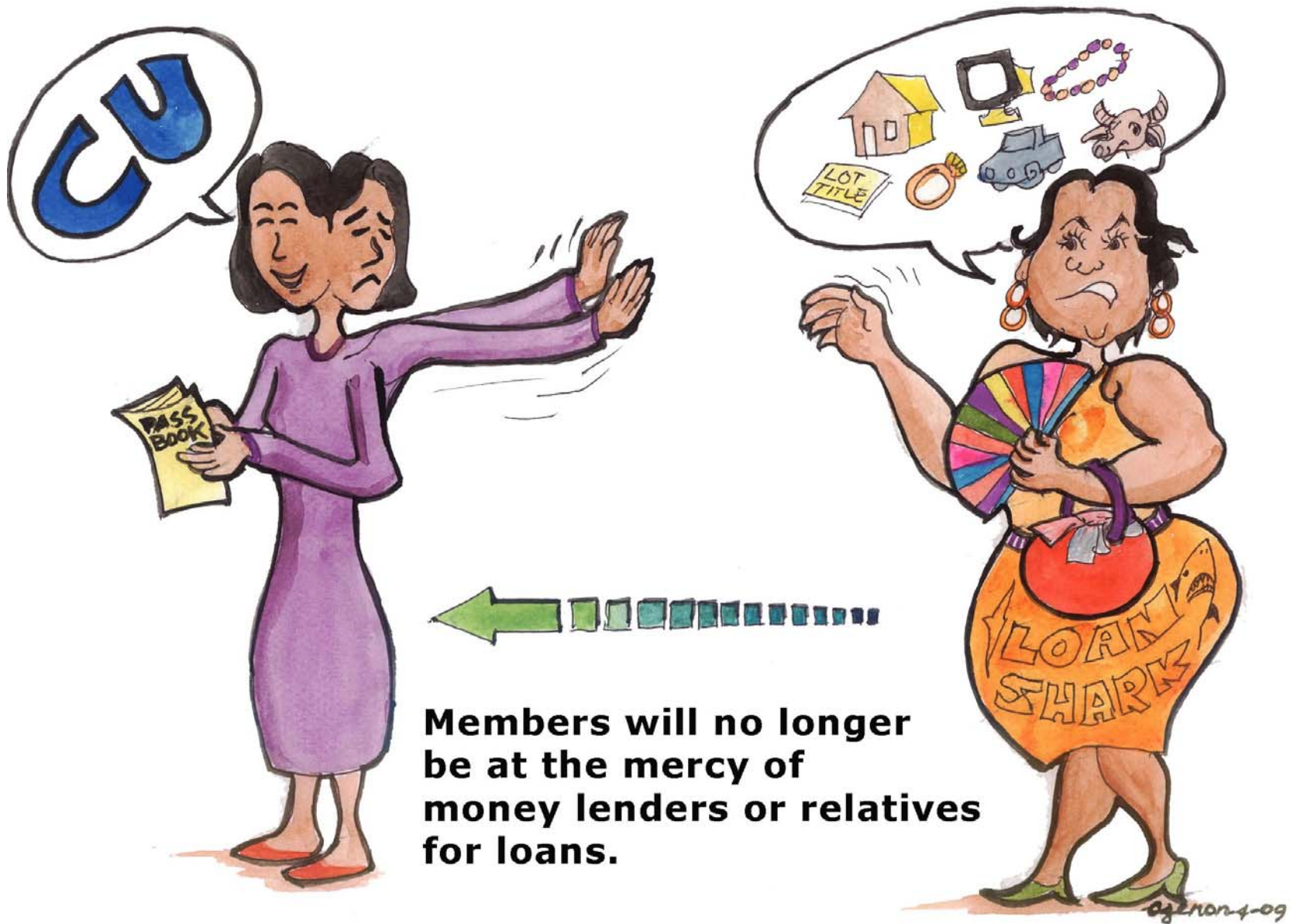


Credit union services are delivered right at member's doorsteps.





Credit union develops financial literate youth.



**Members will no longer
be at the mercy of
money lenders or relatives
for loans.**

Women Empowerment in Credit Unions



Women are engaged in economic activities through the credit union Microenterprise program.





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