

✓ CAR FINANCING TIPS

Financing your purchase involves a separate set of considerations: down payments, affordable monthly payments, tax deductibility of the loan, total purchase price (including finance charges over the life of the loan) and loan term (number of months). Visit your credit union and ask your representative to prepare financing options that include all the elements outlined above. Revisit the dealer once you've secured your financing and have the dealer prepare a written set of financing options on the price you've negotiated, on the car you want, with the options you want. Once this process is completed—go home and thoroughly analyze your financing offers and decide which one applies best to your situation.

The bottom line: Many dealer-based financing offers do not include many of the benefits you have come to rely on at your credit union—flexible payment plans, no prepayment penalties, and more. The key to getting the best financing deal is *understanding the deal*. Remember, the company selling you a car is unlikely to provide you objective, unbiased advice on how best to finance it! In the long run, financing your car through your credit union might give you a lower total cost.

✓ WHERE TO FIND HELP

An abundance of resources are available, through your credit union, online, or at the library. You can learn how much to pay for a vehicle, not just what the dealer wants to receive. These resources can help you analyze trade-in values and much more:

- www.Edmunds.com
- www.Kelleybluebook.com
- www.ftc.gov
- www.Intellichoice.com
- www.figurewiz.com

Perhaps your best resource of all is your credit union. Visit your credit union to learn exactly what the deal means—in monthly payments, overall costs, the value on your trade-in. Your credit union—the folks who help you care for your money.



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Knowing your options...
making smart choices.



**“0% Financing”...
 “No Down Payment”...
 “Take From Dealer Stock”...
 “Limited Time Offer”...**

Investing in a new or used vehicle today means sorting through “No down payment” offers, super-low manufacturer financing, and a host of other deals. They are tempting, but they often can confuse what you most want to know—the bottom line, the best value.

Is value the best price...or the best monthly payment? Is it 0% financing...or a full service loan from your credit union? The answers might surprise you. Unless you know the facts, you can wind up owning a car other than the one you want, when you want it, and surprisingly, it can even mean you pay more in the long run!

When you decide it’s time for a new or used car purchase—follow this simple advice: negotiate your best purchase price, then investigate your best financing deal. Keep these two items completely separate—there is no advantage for you to allow these items to be coupled. Some proven strategies and tips that will guide you through the car buying and financing process.

✓ CAR BUYING RESEARCH

The first step is to research the vehicle cost (see *Where To Find Help*) and establish your Target Price before you visit any dealership. Once there the salesperson will talk about the manufacturer’s suggested retail price (MSRP)—the list price. Keep your focus on the dealer’s cost (which you already know) and how much more you are willing to pay. That way, you are working from the ground up rather than the top down—the secret to a good deal.

✓ NEGOTIATE THE DEAL

It’s easier than you might think to negotiate your best deal on the car you want with the options you want. But always be prepared to walk out if you become worn down by the salesperson and lose sight of your goal—a good deal. Get the dealer’s best price offer and make certain any factory rebates are included as a line item. Go home and relax. Double check that the dealer’s best price is consistent with your independent research of dealer’s cost, manufacturer’s suggested retail price and your target price. Then once you’re convinced that you have negotiated the best price, revisit the dealership and as a separate negotiation ask the dealer to refigure the deal with your trade-in value.

After this, you’re ready to begin the second phase of your purchase—car financing. You’ve worked hard to secure your best price. Now your credit union can be a big help to secure your best financing.

LOAN RATE CHART

Loan Amount	Rate	Term	Monthly Payment
\$15,000	0%	36 mos.	\$417
\$15,000	2.9%	36 mos.	\$436
\$15,000	3.9%	36 mos.	\$442
\$15,000	6.7%	48 mos.	\$357
\$15,000	6.8%	60 mos.	\$296
\$20,000	0%	36 mos.	\$556
\$20,000	2.9%	36 mos.	\$581
\$20,000	3.9%	36 mos.	\$590
\$20,000	6.7%	48 mos.	\$476
\$20,000	6.8%	60 mos.	\$394
\$25,000	0%	36 mos.	\$694
\$25,000	2.9%	36 mos.	\$726
\$25,000	3.9%	36 mos.	\$737
\$25,000	6.7%	48 mos.	\$595
\$25,000	6.8%	60 mos.	\$493

To calculate different loan amounts, rates, terms and monthly payments go to www.figurewiz.com