

# Today's Objectives

- How to set your budget — BEFORE you buy
- Provide insight into the inner workings of a dealership
- Finance and Insurance
- Alternatives to the traditional methods of auto buying
- Q & A
- Credit Union Resources

# Set Your Budget

- What can you realistically afford?
- Don't be a Payment Shopper, but...
  - Know your threshold.
  - Don't forget the day to day expenses.
  - Be sure to get an insurance quote
- Expect the Unexpected-maintenance
- Know your score...
  - What it means.
  - Save on your financing.
  - Get preapproved.
- Research and choose your car.



# New, Used and Leases

New	Used	Leased
Ability to Customize Vehicle	Less Expensive	Payments Low
Latest style of Technology/Safety	Extra Options affordable	Short Term
Optimal Condition	Avoid depreciation	More Car

New	Used	Leased
Higher Monthly Payment	More wear and tear	No Ownership
Value Depreciates	Do not know the History	Lease Contract
	Maintenance Cost	Mileage Limitations

# The Dealer

- The greeter
- The closer
- Finance and Insurance



YEAR	MAKE	MODEL	CYTLS.	I.D. NO.	LIC.	ODOMETER READING

<p><b>A. SELLING PRICE</b></p>	<p><b>B. TRADE IN</b></p> <table border="1" data-bbox="1012 482 1690 608"> <thead> <tr> <th>YEAR</th> <th>MAKE</th> <th>MODEL</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> </tr> </tbody> </table> <table border="1" data-bbox="1012 625 1690 751"> <thead> <tr> <th>LIC.</th> <th>ODOMETER READING</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> </tr> </tbody> </table> <p>Payoff _____</p> <p>Payoff to _____</p>	YEAR	MAKE	MODEL				LIC.	ODOMETER READING		
YEAR	MAKE	MODEL									
LIC.	ODOMETER READING										
<p><b>C. CASH DOWN</b></p>	<p><b>D. MOS. PAYMENT</b></p> <p>\$ _____</p>										

# Finance and Insurance

- 0% and special financing — Fact or fiction?
- Alternatives to dealer financing
- Pre-approval through Your Credit Union:
  - Rate vs. Rebate
- Leasing — Is it right for you?

0%

LEASE  
or  
BUY?



# The Credit Union Difference

## *PremierOne Credit Union*

- New & used auto loan terms available up to 84\*mos
- Auto loan rates as low as 1.99%\*\*
- 100% financing available
- No pre-payment penalties

\*\* Rates reflect a score of 730 or higher and term of 36 months (may increase based on credit worthiness and term).

\* 84 month terms available with a minimum loan amount of \$25,000.

# The Credit Union Difference

- Get pre-approved before you go shopping and make the car buying process easier!
- Apply online, by phone, or at a branch location
  - [www.premieronecu.org](http://www.premieronecu.org) or Call 408.524.4500



# Beware of 0% Financing

	CU Financing		0% Financing
Price	\$20,000	\$20,000	\$20,000
Down Payment	-\$2,000	-\$2,000	-\$2,000
Manufacturer Rebate	-\$2,000	-\$2,000	-\$0
Amount to Finance	\$16,000	\$16,000	\$18,000
Interest	2.74%	3.75%	0%
Loan Period	60 months	72 months	36 months
Monthly Payment	\$286	\$249	\$500.00
Total Cost	\$18,721.86	\$19,119.27	\$20,000.00

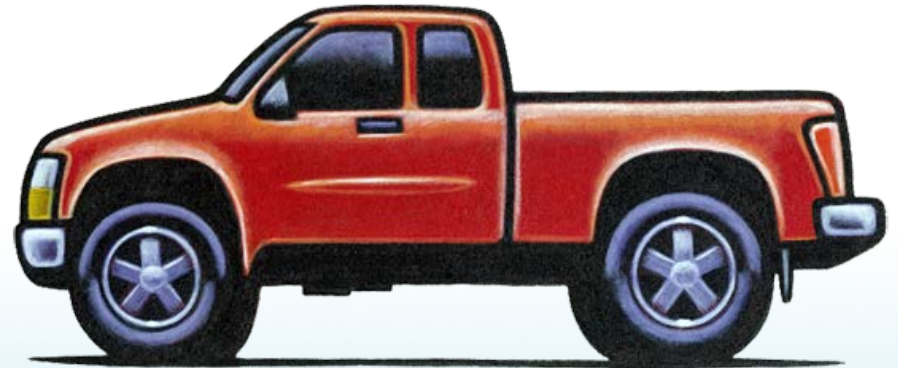
All figures based on 8.75% sales tax rate, 1.15% dealer license and registration fees. Total cost is the sum of all payments made over the course of the lifetime of the loan, and is for illustrative purposes only. Please contact your Credit Union for actual rates and terms. Alternative rates and terms may apply depending on applicant's credit qualifications. APR = Annual Percentage Rate.

# Finance and Insurance

- **Extras – Good or Bad?**
  - Service Contracts vs. MRC
  - GAP
  - Maintenance Programs
  - Lojack
  - Window Etching, Tires for Life, PDR and more...

# Trade-ins

- How much is my trade worth?
- Kelley Blue Book vs. market value
- Other options



# Alternative Ways to Buy

## For the Do-It-Yourself-er

- Dealerships
  - “Fleet” department
  - Newspapers — “Loss Leaders”
  - The Web, Costco, AAA
- Private party
- Public auctions

## For Hassle-free “Concierge” style buying

- Buying service — Autoland
- Service + Savings!

# Autoland

- Dedicated In-House Autoland Consultant
- Expert consultation and advice
  - Excellent vehicles that fit your budget
  - Options, packages, after-market adds
  - New, used, trades and more
- Takes the dealership out of the experience
- We work for you
- Take delivery at the Credit Union!

# Questions?



# Ready to get started?

## Car Buying Made Easy!

Call Autoland at **800.234.6999**  
**autoland.com**

## Get Pre-approved Today!

Call **408.524.4500**  
**www.premieronecu.org**



**Exclusive Offer:** All seminar attendees who buy through Autoland and finance their car with PremierOne CU will get a **\$100 Gift Card!**\*

\*Offer valid through April 30, 2015

# Welcome to the

# CreditZone

What you need to know about credit NOW & for your future.

## The Credit Zone

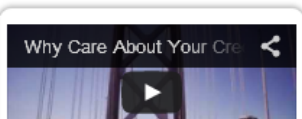
Welcome to the Credit Zone! Your resource for understanding credit now, and for your future.



You've graduated, what next?

No matter what your next step is, you still have to worry about a type of grade. Surprised? Keep reading.

[Credit Zone Blog](#)



Why Should You Care?

Check out our video to find out why you should care about your credit.

See our [video on 5 Credit tips](#) that make a difference.



#Credit Zone

Connect with your Credit Union on Twitter, Facebook, and Instagram to keep up with what's going on!



Resources to help you:

[More Info on Credit AnnualCreditReport.com](#)  
[FICO](#)  
[TransUnion Education](#)



Better than a bank; keeps you mobile.

Our College Package includes a checking account, free debit card and a lot of ways to access it. You even get a free gift for opening.  
[Read More.](#)



Test Your Credit Knowledge

Think you know a lot about credit? Test your knowledge and find out!

[Take the Quiz](#)

**We can Bring the Credit Zone to YOU!**

Are you a Student group or Professor in the South Bay Area and want a Credit Zone seminar brought to your group? We offer a dynamic Credit Zone presentation set comfortably in your own classroom or community room. We even raffle door prizes and offer unique giveaways guaranteed to make an impression. Email us at [mbd@premieronecu.org](mailto:mbd@premieronecu.org) for details or connect with us through Facebook or Twitter.

**Testimonials** - Check out the feedback from some of our San Jose State University students when asked about our Credit Zone seminar.

- [www.premieronecu.org/CreditZone](http://www.premieronecu.org/CreditZone)
- Great resource for students & young professionals to learn about credit & why it's important
- Credit Zone College Package
- Videos, raffles, giveaways—we can bring the Credit Zone to YOU