

Buying a Car soon and confused about the Dealer Financing?

*Most of the time, the dealer offers you either a cash rebate **OR** low interest rate. If you take the rebate, apply it to the cost of the vehicle and borrow the balance of the purchase price of the car from the Credit Union, chances are your payments would be lower and you can **SAVE** on the total cost of financing.*

***Also, when you finance with the Credit Union, you have
FREE Credit Life Insurance up to \$20,000 and you can make your payments through Payroll Deduction.***

*Complete the worksheet below and if you have a trade and/or putting additional cash down, call or stop by and we'll help you calculate the **BEST Financing Deal for YOU.***

	Credit Union Financing	Dealer 0% Financing		Credit Union Financing	Dealer Low Rate Financing
Total Cost of Vehicle	\$27,000.00	\$27,000.00	Total Cost of Vehicle	\$27,000.00	\$27,000.00
Rebate	(\$3,000.00)	Dealer Keeps	Rebate	(\$1,350.00)	Dealer Keeps
Amount to Finance	\$24,000.00	\$27,000.00	Amount to Finance	\$25,650.00	\$27,000.00
Interest Rate (%)	4.75%	0.00%	Interest Rate (%)	5.00%	2.90%
Number of Months	60	60	Number of Months	60	60
Payment Amount	\$450.14	\$450.00	Payment Amount	\$484.02	\$483.94
Financing Costs	\$3,008.40	\$0.00	Financing Costs	\$3,391.20	\$2,036.40
Total Payments	\$27,008.40	\$27,000.00	Total Payments	\$29,041.20	\$29,036.40
Savings to You	(\$8.40)		Savings to You	(\$4.80)	

Based on the Example Above, if the Rebate is **Greater** than \$3,000 the best financing for you is at your Credit Union.

The Interest Rate above is based on 89% financing.

Based on the Example Above, if the Rebate is **Greater** than \$1,350 the best financing for you is at your Credit Union.

The Interest Rate above is based on 95% financing.

	Credit Union Financing	Dealer 0% Financing		Credit Union Financing	Dealer Low Rate Financing
Total Cost of Vehicle	_____	_____	Total Cost of Vehicle	_____	_____
Rebate	_____	Dealer Keeps	Rebate	_____	Dealer Keeps
Amount to Finance	_____	_____	Amount to Finance	_____	_____
Interest Rate (%)	_____	_____	Interest Rate (%)	_____	_____
Number of Months	_____	_____	Number of Months	_____	_____
Payment Amount	_____	_____	Payment Amount	_____	_____
Financing Costs	_____	_____	Financing Costs	_____	_____
Total Payments	_____	_____	Total Payments	_____	_____
Savings to You	_____	_____	Savings to You	_____	_____