Car Buying Basics

Presented by

WESCOM
Credit Union
85 YEARS

Presented by

AUTOLAND
SHOP SMART. DRIVE HAPPY.
Today We Will Cover:

- Setting your budget
- Financing
- Researching cars
- Car Buying Options
- Types of Vehicles
- Trade ins
- Maintenance and Insurance
Setting Your Budget

- How much can you realistically afford?
- Expect the unexpected
- New vs. Used Cars
- Don’t forget the day-to-day expenses
- Use Wescom auto loan finance calculators
- Know Your Credit Score/Get pre-approved
- Cost of Insurance
- Tax/DMV fees
Maintenance and Insurance

• Don’t forget to include additional coverages and cost to your vehicle
  • GAP (Guaranteed Asset Protection)
  • Maintenance Programs
  • LoJack
  • Extended Warranty – Major Mechanical Protection

• Protect your car and you with GAP and MMP. Wescom offers GAP and MMP for much less than a dealership.
Financing

• Need help to pay for your car purchase?
  • Arrange your financing ahead of time

• Apply for an auto loan with Wescom and obtain a pre-approval so you know what your rate and payment will be before you buy a car.

• Auto loans have the following terms:
  • 2 – 6 year repayment period
  • Down payment may be required to lower monthly payments/Stipulation
  • Interest is based on an applicants credit score
  • Auto Loan Programs
  • Rate discount if insured with Wescom insurance services
Research Car Options

• Read reviews and reliability reports online
• Use Wescom Car Buying Services
• Online resources
  • True Car, Triple AAA, Costco
  • Manufacturer web sites – model features and options
  • KBB or Edmunds.com – new car price estimates
  • AutoTrader – pre-owned car values
  • Dealer web site – view in-stock inventory
  • CARFAX – access pre-owned vehicle history reports
  • Autoland.com – new car model features/options/pricing and pre-owned inventory
Car Buying Options

• **Dealer Purchase**
  - Know how much you can pay before you walk in
  - Take your Wescom pre-approval offer
  - Test Drive (Greeter)
    - Closer
    - Finance Dept
  - Don’t let the dealers fool you
    - Negotiate a price, not payment
    - Use Wescom Car Buying Service partner, Autoland, to help you avoid haggling
  - Don’t sign a contract unless you feel comfortable

• **Private Party Purchase**
  - Individuals selling their cars
  - Carfax, VIN
  - Test Drive (Meet at safe location)
    - Look at the condition of the car
    - Take the car for a ride
# New, Used & Leases

<table>
<thead>
<tr>
<th>New</th>
<th>Used</th>
<th>Leased</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ability to Customize Vehicle</td>
<td>Less Expensive</td>
<td>Payments Low</td>
</tr>
<tr>
<td>Latest style of Technology/Safety</td>
<td>Extra Options affordable</td>
<td>Short Term</td>
</tr>
<tr>
<td>Optimal Condition</td>
<td>Avoid depreciation</td>
<td>More Car</td>
</tr>
<tr>
<td>Higher Monthly Payment</td>
<td>More wear &amp; tear</td>
<td>No Ownership</td>
</tr>
<tr>
<td>Value Depreciates</td>
<td>Do not know the History</td>
<td>Lease Contract</td>
</tr>
<tr>
<td>Maintenance Cost</td>
<td></td>
<td>Mileage Limitations</td>
</tr>
</tbody>
</table>
Dealer financing, Rebates, Leasing

• 0% & special financing — fact or fiction
• 0% vs. Rebate
• Don’t have to dealer finance
• Leasing — Is it right for you
Valuating Your Trade-in

- How much is my trade worth
- KBB vs. market value
- Use web research tools to get an idea of what it’s worth
- Condition is everything
  - Mileage, equipment, damage
- Check local prices for retail value
The Credit Union Difference: Wescom and Autoland can help you!

• Go online to https://wescom.autoland.com/ for more information
Autoland Co-Branded Website

SHOP PRE-OWNED INVENTORY

NEW  PRE-OWNED  TRADE-IN

EXPLORE NEW CARS

Kendall
Autoland

I'm online and happy to help! How may I help you?

Your message
Enjoy your new car!

• Hopefully these tips can help make your car buying experience a fun and financially sound experience.
• Please remember to contact Wescom first for a pre-approval.
• Consider using Autoland to make your purchase as simple as possible.
QUESTIONS?