

# AUTO TALK



Your Quarterly Automotive Newsletter

SUMMER 2020

## THE RIGHT LOAN

*Doing business with your credit union puts you in the driver's seat. It's a different experience working with us than it is with a large bank. Once you qualify for a loan, you're a member of a very special financial institution.*

Here are some of the perks of getting a loan with a credit union:

**Auto Loans** – Credit unions in general offer better auto loan rates than major banks. It is always a good idea to check with us first about a loan before shopping for a new or pre-owned vehicle.

**Lower Rates** – Rates at credit unions are generally lower. The reason is that credit unions pass savings onto customers from their not-for-profit status across their product lines.

**Loan Approval** – Credit unions strive to provide a personalized approach that values the member and the member's financial situation.

**Customer Service** – Members report high satisfaction rates when conducting business with credit unions.

**Borrowing** – Working with a credit union will maximize your income by saving you more and increasing your savings!

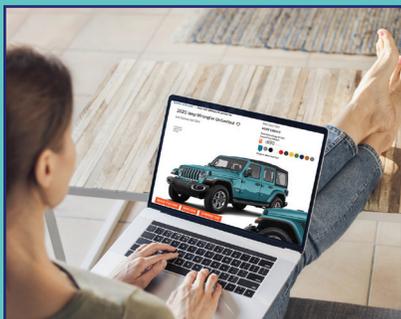


## WEBSITE HIGHLIGHT Get Pre-Approved!

*Shop for a car from the comfort of home.*

Thanks to our auto shopping website, you can find your dream car and get pre-approved before going to the dealership.

Click APPLY NOW from any page on the site to get started.



## Rebates vs. 0% Financing

Looking for the best rate to finance the purchase of your vehicle can seem like a minefield of choices. How does rate factor into a monthly payment that is both affordable and reasonable?

Let's look at what is often the most desirable rate: 0% financing. Who can beat zero? One may think 0% is the best available option and question why anyone would want to pay anything above a rate of 0%?

Here are some important factors to strongly consider:

- 0% is offered only to consumers with the very best credit history.
- 0% forces you to choose between the rate or the rebate; you cannot have both.
- 0% is generally used on short-term loans such as 36 months.
- 0% is often used for slow-selling models that have trouble selling or are in stock.
- 0% may have hidden application or prepayment fees that further reduce savings.

If you are still not sure which is the right option for you, please contact us, and we will gladly assist you in finding the right fit.



Experience it now... [centralccu.groovecar.com](http://centralccu.groovecar.com)