



11 Car-Buying Tips

Purchasing a new or used car can be overwhelming. We have compiled 11 car buying tips to help you on your next auto purchase to eliminate stress and enter a dealership with a peace of mind.

1. Research. Everyone can get access to facts and figures about vehicles. Research pricing and see which dealership has the lowest pricing for the vehicle you are wanting.
2. Choose a car that fits your needs. You need to ask yourself these questions:
 - How many passengers will I be driving around?
 - How easily can I or others get in and out of the vehicle?
 - Does this vehicle really fit my needs?
 - Is this vehicle only suited for occasional needs?
3. Test drive the vehicle. Spend enough time behind the wheel to become familiar with the vehicle's performance. It will be too late to return once you purchase the vehicle that the vehicle is noisy going 75 mph down the interstate or the seats are uncomfortable for long road trips.
4. Consider buying a used vehicle. There are many certified pre-owned programs that manufacturers have raised the bar on used cars. Most include:
 - Detailed vehicle inspection
 - Extension on the new car power train warranty
 - Financing used cars is cheaper than ever before
5. Make a list of features that you need. Do not allow "feature creep" to creep in. Optional features may seem like a necessity, but can dramatically increase your purchase price. Stick with your list.
6. Take your time on purchasing a vehicle. Rushing into a purchase will only shift the negotiating leverage toward the dealer because you, the buyer, are more likely to walk away without making a deal.
7. Stick with your budget. You have done your research. You have arranged financing with Tyler City Employees' Credit Union. You have assessed your needs. Do not let the dealer talk you into a vehicle that costs way more than you have budgeted for. Avoid the buyer's remorse.
8. Arrive to the dealership with a loan pre-approval in hand. This will prevent a costly mistake! Without a loan pre-approval, you will be pushed into their financing that profits the dealer more than helping you.
9. Sell your old car instead of trading it in. The dealer will profit more off your trade-in and will "muddy the waters" on the details of your vehicle purchase. By selling your vehicle, you will prevent a mistake that will cost you money.
10. Focus on the purchase price. If you focus on the monthly payment, you may end up with an inflated interest rate and a longer term than you wanted. This mistake is a very costly one.
11. Buy instead of leasing. By the end of the lease, you will not own the vehicle. You will have to repeat the process all over again. You could be upside down and lease interest rates could be higher.



Tyler City Employees' Credit Union is here to help you save more and to help prevent costly mistakes. We want you, our member, to save where you can rather than give away your hard earned money. Remember you can bring in your contract if you have it financed elsewhere and Tyler City Employees' Credit Union can either match the rate or give you *2% off.

*2% off can not go below 2.45%. Certain restrictions apply.



On July 19th at 10:00pm, we will be doing a full system backup. This will temporarily disable online banking and debit cards. We apologize for the inconvenience this may cause.

TYLER CITY

EMPLOYEES CREDIT UNION

Ask About GAP!!!

Get GAP with Deductible Assistance and don't let a wrecked vehicle wreck your finances

Guaranteed Asset Protection (GAP) is a great way to protect your finances if the value of your vehicle is less than the amount of your car loan. A good rule of thumb is to assume your new vehicle will lose on average 19% the first year you own it, half of which occurs immediately after taking possession.* This leaves a "gap" between what you owe on your loan and the value of your vehicle. In the event of a total loss due to an accident or theft, GAP is designed to cancel the difference between what you owe on your loan and the amount paid by your primary auto insurer. Now you also get Deductible Assistance with your purchase of GAP. Deductible Assistance is designed to cancel part of your debt when a comprehensive or collision claim is paid and a deductible is incurred. This means you'll have one less expense you may have to worry about if something happens to your vehicle. Call us today to learn more about how you can add GAP with Deductible Assistance to your vehicle loan.

* What is the Average Car Depreciation Rate? John Diether, Cars Direct, May 23, 2016



Disclosure:

Your purchase of MEMBER'S CHOICE™ Guaranteed Asset Protection (GAP), which includes deductible assistance, is optional and will not affect your application for credit or the terms of any credit agreement you have with Us. Certain eligibility requirements, conditions, and exclusions may apply. You will receive the contract before you are required to pay for GAP. You should carefully read the contract for a full explanation of the terms. If you choose GAP, adding the GAP fee to your loan amount will increase the cost of GAP. You may cancel GAP at any time. If you cancel GAP within 90 days you will receive a full refund of any fee paid.

GAP purchased from state chartered credit unions in FL, GA, IA, RI, UT, VT, and WI, may be with or without a refund provision. Prices of the refundable and non-refundable products are likely to differ. If you choose a refundable product, you may cancel at any time during the loan and receive a refund of the unearned fee.

