



Getting Behind The Wheel In Auto Buying & Financing



Smart Answers That Help Put You In The Driver's Seat

At Tower, our goal is to help you make educated decisions in buying a new or used vehicle. After all, a vehicle is most likely the second biggest investment you'll make in a lifetime. That's why we would like to help put you in the driver's seat by answering the following key questions to help guide you in finding and financing your next vehicle.



How can I get the best financing deal?

The best way is understanding the financing deal itself. You see, the person or dealer selling you the vehicle will unlikely give you unbiased advice. Often your best

deal could come from taking the dealer rebate and financing your vehicle through Tower. There is never an application fee or pre-payment penalty and since we charge simple interest, you can pay down your principle at a faster rate.

Plus, Tower offers special auto rate promotions throughout the year, which you can find on our Web site and in our monthly newsletter, TowerLine. To check out our current loan rates and calculate a loan payment fast, go to towerfcu.org.

On a new vehicle, should I take the Zero Percent Financing or go for the dealer rebate?

Often Zero Percent Financing may not be what you expect. Many of these low dealer rates are often only available to those with excellent credit, apply to slow moving models, and are only offered on short-term loans, which increases the amount of your monthly payments. Occasionally, there is also an application fee and pre-payment penalties. In fact, your best deal could come from taking the dealer rebate and financing your vehicle through Tower.

How much can I qualify for?

Visit any Tower branch and together we'll review your finances to determine an affordable monthly payment that works within your budget.

A Member Service Representative will show you financing options that include down payments, deductibility of the loan, total purchase price, finance charges and loan term. Or, if you prefer, go online to towerfcu.org to calculate your loan payment and check our latest loan rates.

How can I find the best price on a new or used vehicle?

First do your homework by shopping on the Web, visiting dealerships online and reviewing car Web sites. Research exactly what type of vehicle you want and decide on the exact make, model, body style and options before visiting a dealer or private seller.

Once you've decided, go back online. There are many helpful sites to guide you regarding the fair asking price like edmunds.com, consumerreports.org and



[Tower's Auto Center at towerfcu.org](http://towerfcu.org). Here you'll discover Chrome Carbook, a one-stop station for comparison pricing and detailed information on different makes, models and options. Click on Credit Union Auto Loan Network and you'll get a complete list of Baltimore/Washington dealers who offer the vehicle you're looking for and

who participate in instant Tower financing.

You'll also find the resources of United Buying Service (UBS). This money-saving service offers no-haggle, pre-negotiated pricing on most foreign and domestic vehicles, dealer incentive money, discounted option pricing and more. You can check vehicle pricing in a UBS book at any Tower branch.

Another hassle-free way Tower offers to help you find the best deal on a used vehicle is with Enterprise Car Sales. We've teamed up with Enterprise to provide members a one-price, haggle-free buying experience. Every foreign and domestic car is backed by a 12-month/12,000 mile limited powertrain warranty.

What is the best way to negotiate with a dealership?



Now that you've found your vehicle, go to the dealership with the best deal. Know ahead of time what you're willing to pay, whether or not you want an extended warranty or options, and, most importantly, be prepared to negotiate. A fair price is usually 3-5 percent above dealer invoice. Once you've gotten the

dealer's best price, make sure any factory rebates are included as a line item. Then go home. Double check the dealer's price against your research. Revisit the dealership and, as a separate negotiation, ask the dealer to refigure the deal with your trade-in, if applicable. What's more, you can improve your bargaining power by going to Tower first for a loan pre-approval.

Are certified used vehicles worth it?

Certified used vehicles are often \$500 to \$2,000 more than those that are uncertified. For a one or two year old model, it just may be an added expense since the car is still under the original warranty.

How do I check into a used vehicle's history?

You can check into the vehicle's history through its Vehicle Identification Number (VIN) by going to towerfcu.org and clicking on Carfax. Here you'll discover a service that searches a nationwide database to tell you if the car has ever been in an accident, damaged or had the odometer rolled back.

How can I apply for a loan and how long does the loan pre-approval process take?

There are four ways you can apply: (1) Online at towerfcu.org. Just go to our Home Page and click on Applications or visit Auto Center and go to Vehicle Loan; (2) By calling 301-497-7000 or 800-787-8328; (3) By stopping by a Tower branch and seeing a Member Service Representative; (4) If you desire on-the-spot financing within minutes, by going to a dealer that offers financing through Tower. To locate a participating dealership in the Baltimore/Washington area, visit towerfcu.org and click on the Credit Union Auto Loan Network.

If I finance my vehicle through Tower, how do I make my monthly payments?

There are six easy ways you can make monthly payments: (1) Transfer through Tower Talk 24; (2) Transfer through Home Banking at towerfcu.org; (3) Visit a branch; (4) By Payroll Deduction; (5) By Automatic Withdrawal from your account; (6) By mail.

Where do I go for more information?

To find out our current loan rates and calculate your loan payment fast, visit towerfcu.org or call Tower Talk 24 at 301-498-8824 or 800-787-8824. For more information on Carfax, Credit Union Auto Loan Network, Enterprise Car Sales, UBS, auto pricing and financing, visit a Tower branch or call the Member Service Center at 301-497-7000 or 800-787-8328.



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