

NEW & USED VEHICLE BUYERS GUIDE

The tips and resources you need to drive home a great vehicle deal.

Getting Started

Buying a new or used vehicle is a big investment. That's why it's important to learn as much as you can about the car buying process. Since the salespeople you'll meet know how to sell a vehicle, you need to know how to buy one.

Below are some important questions you need to ask yourself before you begin shopping. They will affect how much vehicle you can afford and its true cost.

- What vehicles fit your budget?
- How much do these vehicles cost the dealer?
- What are the vehicles' mechanical reliability ratings?
- What are the maintenance costs?
- What does it cost to insure the vehicles?
- What are the operating costs, including fuel economy?
- What is the safety record for the vehicles you are considering?

Find the answers online. Once you narrow your options to no more than two makes or models, you're ready to start shopping.



Trade-In & Resale Values

Research your current vehicle's trade-in and resale values before going to a dealer. Always keep the car pricing and trade-in transactions separate. If the dealer is not straight with you on the trade-in value, find another dealership. You could also sell your vehicle privately.

Best Time To Buy

The best time to buy is one week before the end of the month or during a big holiday promotion. Most dealerships have sales quotas. They need to sell a set number of vehicles.

The Test Drive Is Important

Always test drive the vehicle for comfort, noise level, easy entry, power, and braking. If it doesn't feel or sound right to you in any way, consider another vehicle.

Your Credit History

Do not let every dealer run your credit history. Multiple searches can damage your credit rating. In fact, they are not legally allowed to run a report without your permission. Your best choice is to get your financing preapproved at Federated Employees Credit Union.

Never Buy On Your First Visit

This is the toughest one for many buyers. But remember that dealers want you to buy on the first visit. They don't want you to compare their offer with other dealers.



Mandatory Binding Arbitration (MBA)

Never buy from a dealer that requires you to sign an MBA agreement. Call the dealer before you shop or ask the dealer when you begin negotiating. Let them know if they require the agreement that you will take your business elsewhere.

Your Paper Trail

Get a copy of everything you sign and do not sign anything that has not been filled out completely (sales contract, odometer statement, title, receipts, etc.). Make sure all of the terms you and the dealer have agreed to are included. If there is a problem later, you'll need the sale details.

The Best Way To Shop

You can avoid dealer financing pressure and many of their sales techniques when you have your financing preapproved at the credit union.

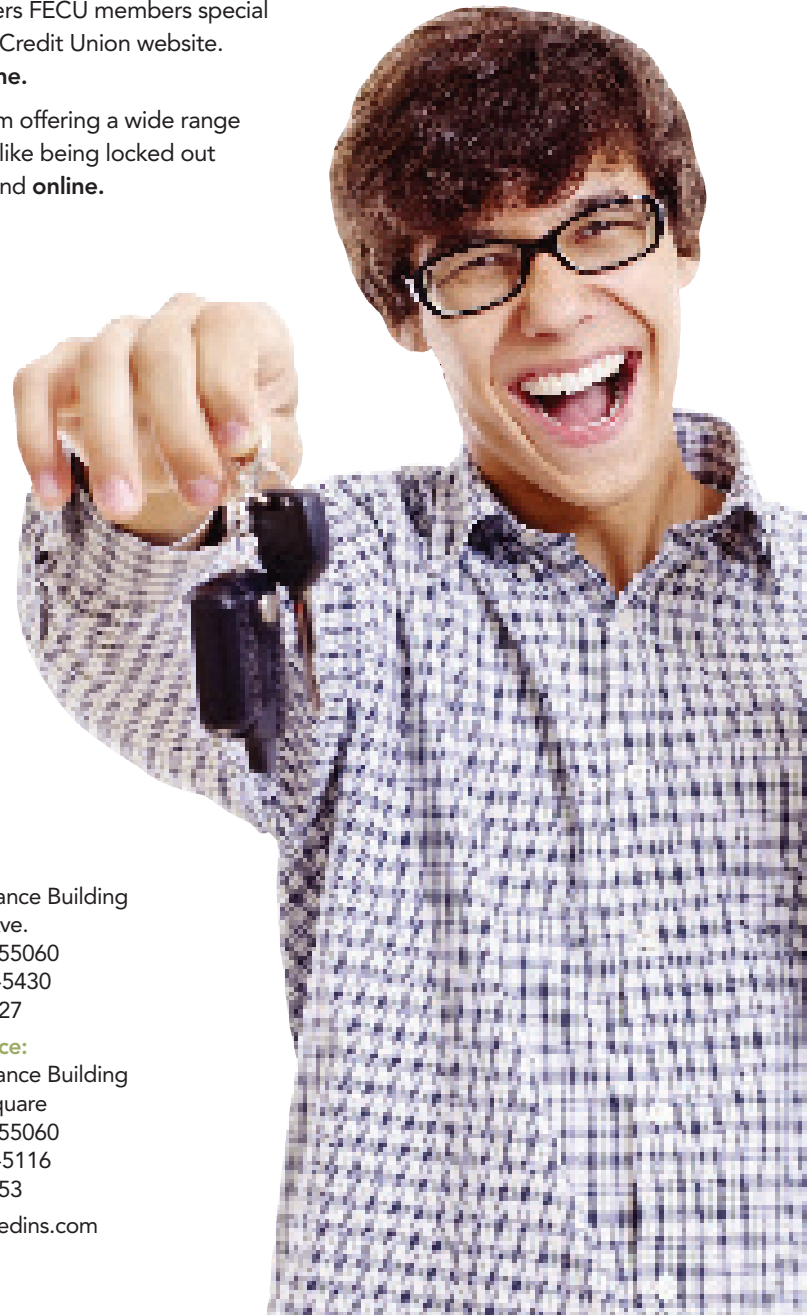
Federated Employees Credit Union's Auto Advantage Resources

Take advantage of your credit union's new and used vehicle buying resources. We offer on our web site what you need to make an informed decision and protect your investment.

- **Valuation Tools** – The auto valuation tools can reveal if you are paying the right price for a vehicle you want to buy or give you an idea of what your current vehicle is worth. FECU uses the **NADA valuation tool**. **Kelly Blue Book** and **Edmunds** are available as well.
- **Love My Credit Union Special Pricing** – General Motors offers FECU members special Chevrolet, Buick and GMC vehicle pricing through the Love My Credit Union website. You could save thousands on your next vehicle. Learn more **online**.
- **Credit Union Auto Club** – This is a roadside assistance program offering a wide range of roadside assistance services and other travel-related benefits like being locked out of your car to needing a tow truck. More information can be found **online**.
- **CARFAX® Vehicle History Report** – Before you buy a vehicle, protect yourself with a CARFAX report. This report will alert you of accidents, odometer rollbacks, service records, air bag deployment, manufacturer recalls, multiple owners, personal or business use of vehicle, total loss, flood damage, and branded titles. At the **CarFax website**, you can purchase a vehicle history report.
- **Vehicle Insurance** – Get a comparison of the country's biggest auto insurers at J.D. Power and Associate's **web site**. Minnesota residents can get a quote from **Federated Insurance**.

If you have any questions about the loans and services we offer, call or stop by the credit union.

Apply online today at www.fedecu.com.



www.fedecu.com



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