

# AUTO TALK



Your Quarterly Automotive Newsletter

Fall 2020

## Easy Steps to a Safe and Positive Auto Shopping Experience

It's a little known fact that you can get the best auto loan directly from your credit union. Need to know how to get started? Walk into any branch, call, email, or connect through social media. Here are some general tips:

**Do Your Homework Before Visiting the Dealer** - This will minimize the time spent at the dealership, helping to ensure your safety in these unprecedented times.

**Credit Score** – Loan eligibility is largely based on a person's credit score. As a member of a credit union, it's easy to get your score and start the process.

**Paperwork** – A credit union representative is more than happy to help gather all the necessary paperwork.

**Budget** – How much are you comfortable spending? Simply go to the auto resource and determine what's affordable with the auto loan calculator.

**Before Heading Out** – Get pre-approved with the credit union before going to the dealership. This is your strongest tool for getting the best deal!



### WEBSITE HIGHLIGHT

#### Refinance Calculator

Did you know that you can save money on your existing auto loan? Simply go to the "Resources" tab on our auto shopping website and find out your savings with our refinance calculator. It's super easy to use, and will provide you with information on how much money you can save, lower interest rates and other savings.

You can potentially save money, especially if your current auto loan is not with our credit union.

#### Fall Is a Great Time to Buy a Car!

Car manufacturers are beginning to showcase new-year models at this time of year. That incentivizes local dealers to offer better prices to get rid of the current year's inventory. It also gives buyers more negotiating power.

Especially during these unprecedented times, dealerships are being replenished with current and previous year models. Early fall may be even better, since you can get a better price while still having more choices for the model, color, and options you want.

As always, be sure to check out our online auto shopping website to browse current inventory of local dealerships!



Experience it now... [LMFCU Auto Buying Center](#)