

# AUTO TALK



Your Quarterly Automotive Newsletter

Fall 2021

## Finding the Right Loan

Doing business with us will put you in the driver's seat. It's a different experience than working with a large bank. For starters, we're a not-for-profit organization established by members, for members. Once you qualify for a loan with us, you're a member of a very special financial institution that comes with the following benefits:

### Lower Rates

Rates at credit unions are generally lower. This is because credit unions pass savings from their not-for-profit status throughout our product lines. As an example, credit unions offer members higher rates on savings accounts and lower rates on loans and credit cards. We are not looking to make a profit.

### Loan Approval

Credit unions exist for their members. We are more likely to understand and listen to your circumstances when applying for a loan; sometimes adjusting terms of loans accordingly. While the loan approval process is similar, we are much more approachable and willing to work with you. We strive to provide a personalized approach that values you and your financial situation.

### Customer Service

Members report high satisfaction rates when conducting business with our credit union. It is our mission to provide members with affordable financial services because our goal is not to profit from a member.



### WEBSITE HIGHLIGHT

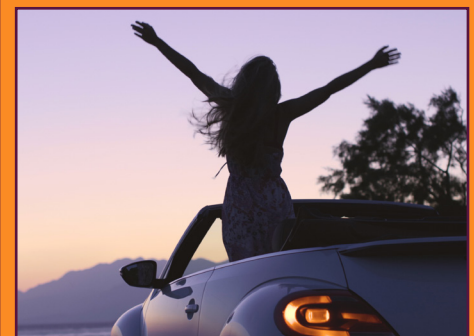
## Your Auto Loan Refinance Calculator

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 valuable information, including what lower interest rates are available and how much you could save.

Your remaining loan balance?	18000		
Your current monthly payment?	500 /mo	Your desired new term (months)?	60 months
Your current APR?	5.99 %	New APR from your credit union	3.24 %
	CURRENT LOAN	NEW LOAN *	DIFFERENCE
Monthly Payment	\$500	\$325	\$175!
Months Remaining	40	60	20!
Interest Remaining	\$1,891	\$1,500	\$391!

## Fall is a Great Time to Get That New 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. You can get a better price while still having more choices for the model, color, and options you want.



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