



## **Need a car? Buy smart & KNOW before you go!**

The internet has made car buying easier. It's fast and simple to research and compare prices, gas mileage and more. But once you select the car you want there are still important decisions that help you get the most for your dollar, or can add too much cost to your car.

When you get to the finance manager's office you still need to know how you want to **finance your car** and whether you want to buy dealer add-ons. **Gap insurance, extended warranties**, clear coat and fabric protection, rust-proofing and more add to the cost of your car. Know before you go car shopping what these are, if you want them and, if so, what they should cost. **Gap insurance** and **extended warranties** are available from resources outside the dealer.

**GAP insurance** is available from the dealer or the financial institution where you get your **loan**, and you can check with your auto insurance company on their rates. PFCU offers a low cost **GAP insurance** as a way to protect our members from a financial loss. If you total your car before your loan is paid off **GAP insurance** makes up the difference between your insurance payment and the remaining cost of the loan, which makes it more affordable to replace your auto. **GAP insurance** can also protect you if you choose to lease your vehicle also.

**Extended warranties** can provide some financial protection from unexpected auto repairs but they can be costly. PFCU also provides **extended warranties** well below the dealer market price. Buyers who have a mechanic they trust can ask if there are some warranties that offer better protection. Plus a mechanic can determine the value of clear coat and rust protection in your climate and road conditions.

The important thing is to decide in advance what you want and what you don't want. Don't be sold based on small per month costs for add-ons, ask what they cost you over the entire life of the **loan**. And don't hesitate to ask your PFCU **loan** officer to help you make all your car buying decisions in advance.

**Go online to learn more about PFCU's Vehicle Loans:**

<http://www.prairielandfcu.org/prairieland-loans.html#vehicle>

**Go online to learn more about PFCU's Protection Services:**

<http://www.prairielandfcu.org/auto-loan-protection.html>