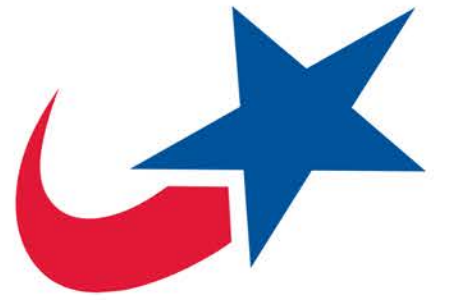


CAMPUS USA CREDIT UNION PRESENTS:

CAR BUYING 101

→ A Beginners Guide to Car Buying



Meet our **CAMPUS** Expert

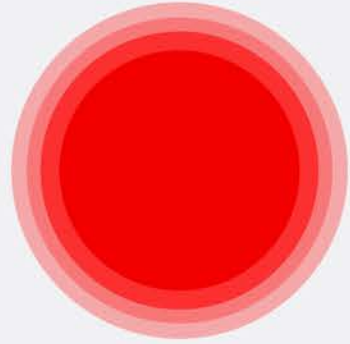


Lindsay McKeown
Host



Ashley Williamson
Service Center Manager

Welcome



This webinar is being **recorded** and will be published on our website, campuscu.com.



Microphones have been muted and cameras are turned off for this webinar.



Please post comments and questions in the chat. We will answer your questions during the Q & A portion of the presentation.



At the conclusion of this session, please take a few moments to answer the short survey.



Seminar Objectives



What to know before you shop



The preapproval process

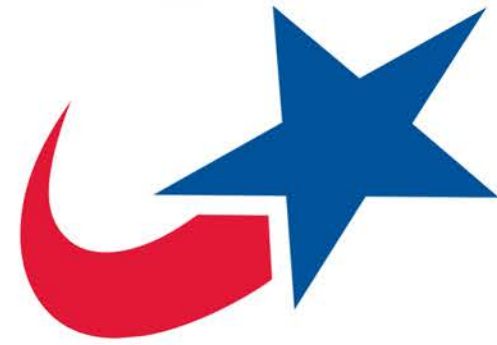


The purchase process & tips while shopping



Closing the deal & takeaway points

Before you shop



Start with a credit union

- Stop by in-person
- Apply online
- Call

Before you shop



Know your financing options

**Loan
Amount**

**Interest
Rate**

**Repayment
Terms**

Before you shop



**Determine
your budget**

- ✓ **What payment amount can you afford?**
- ✓ **Include all monthly expenses when determining your budget.**
- ✓ **Consider the cost of fuel, insurance, and maintenance on your new vehicle.**

Buying a Used Vehicle

Pros

- Lower Prices
- Smaller Loan Amount
- High-Quality Options
- Quicker Payoff
- Insurance Lower

Cons

- Reliability
- May not be under warranty
- Choices may be limited
- Rates may be higher
- Vehicle History

Shopping Tips

Whether you are shopping online or test driving at a dealership...

Consider your options:

SHOP AROUND (ONLINE & AT DEALERSHIPS)

- Test Drive
- Inspect for wear and tear
- Check electronics

Make sure your budget is accurate:

ADDITIONAL EXPENSES

- The "sticker price" may vary from the total amount owed
- Check with your insurance provider for an estimate

Other factors to consider:

RESEARCH

- Quality/reliability
- Safety
- Fuel economy
- Vehicle History

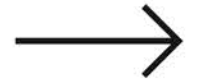
Consumer Reports

Reliable and unbiased

- Check for recalls
- Average Retail Price
- Compare vehicles
- Safety Ratings

**Unlock all features with paid subscription.
\$39/year
\$10/month (cancel anytime)

www.consumerreports.org



UNLOCK RATINGS

2019 ▼ Honda Odyssey [Change Vehicle](#)

⊕ COMPARE ♡ SAVE

AVERAGE RETAIL PRICE
\$24,850 - \$35,575

[Join for Ratings and Reviews](#)

The 2018 Odyssey's redesign isn't revolutionary, but Honda still made big improvements to its power, fuel economy, ride, and cabin quietness. It offers more features to pamper travelers and keep them connected. The overall result is a premium feel. Inside, passengers will find the front seats large and inviting, but the bottom cushion loses firmness over long trips.

ALERTS
⚠ There are 13 recalls on this vehicle. [Learn More.](#)

Loan Add-Ons

to protect your investment

Warranties
(New vs. Used)

Payment
protection

GAP
(Guaranteed
Asset Protection)

EXTENDED WARRANTIES

- Covers big unexpected repairs when they are no longer covered by the manufacturer warranty
- Convenient and affordable monthly payment
- One repair can pay for the product itself (i.e. transmission replacement)





PAYMENT PROTECTION

- **Protects your loan payments against life's unexpected events**
 - **Death**
 - **Disability**
 - **Involuntary Unemployment**
- **Refundable**

GUARANTEED ASSET PROTECTION (GAP)

- **If your vehicle is stolen or involved in a major accident and determined a "total loss"**
- **GAP covers the difference between the amount you owe and the value of the vehicle**
- **Refundable or non-refundable**



What does a pre-approved draft look like?

How do I use the draft at the dealership?

**YOU'RE
PRE-APPROVED**



Pre-Approved Draft

CAMPUS USA Credit Union
 PO Box 147029
 Gainesville, FL 32614
 352-335-9090 and press 4
 800-367-6440 and press 4
 Funding@campuscu.com

CAMPUS USA
 credit union

Documentary Pre-Approved Draft

INSTRUCTIONS FOR USE

MEMBER/BORROWER/PURCHASER	DEALERSHIP
<p>Once you have selected your vehicle, boat, or recreational vehicle (RV) and have agreed on price, trade-in, and the other details of your purchase, you are ready to pay with your CAMPUS USA Credit Union Documentary Pre-Approved Draft.</p> <ol style="list-style-type: none"> Review the Auto Express Loan Agreement, Security Agreement, and Truth-in-Lending Statement and Auto Express Loan Note. Stamp, print, or type the name of the authorized dealer from whom you are purchasing the vehicle on the "Pay to the order of" line. Write in the proper amount of the Documentary Pre-Approved Draft in numbers and words on the appropriate lines. The amount of the draft cannot exceed the amount shown in the "Not to Exceed" section. Complete (or have the dealer complete) the collateral description, dealer phone number, and mileage. Sign your name on the lower portion of the Documentary Pre-Approved Draft. By signing the Documentary Pre-Approved Draft as Borrower/Purchaser, you agree to the terms of this Documentary Pre-Approved Draft and Auto Express Loan Note. Failure to comply with the terms of this Documentary Pre-Approved Draft shall entitle CAMPUS USA Credit Union to recover the amount of this draft and any other consequential damages suffered by it, plus reasonable attorney fees. Give the Documentary Pre-Approved Draft to the dealer. Contact your insurance company to add CAMPUS USA Credit Union as the lienholder/loss payee on your policy. 	<p>Once you have selected your vehicle, boat, or recreational vehicle (RV) and have agreed on price, trade-in, and the other details of your purchase, you are ready to pay with your CAMPUS USA Credit Union Documentary Pre-Approved Draft.</p> <ol style="list-style-type: none"> The amount of the Documentary Pre-Approved Draft does not exceed the "Not to Exceed" amount below on the draft and cannot exceed "Financing Guidelines" outlined. <p>Payment of this Draft will be made only when all of the following documents are enclosed:</p> <ul style="list-style-type: none"> True copy of the Application For Title - Same name as on the Documentary Pre-Approved Draft, and a first lien recorded in favor of CAMPUS USA Credit Union, PO Box 147029, Gainesville, FL 32614-7029. DMV Account #98250183 True copy of purchaser(s) unexpired driver's license. Copy of proof of insurance. Typed Purchase Invoice - Showing any cash down payment and trade-in amount signed by all parties. If used, include copy of the Factory Invoice. If used, include copy of MSRP Retail. Mileage must be under 90,000. Dealership Warranty, Service Contract, and GAP may be included in amount financed. <p>FINANCING GUIDELINES</p> <p>CAMPUS USA will finance up to 100% of the MSRP, NADA retail or purchase price (whichever is less) plus tax, title, and registration unless otherwise indicated below under the "Note" section.</p> <p>Vehicle mileage must be true and actual and under 90,000.</p> <p>CAMPUS will not finance vehicles with rebuilt or otherwise branded titles.</p> <p>*Note - CAMPUS will finance maximum loan to value of 120% for this member. For exceptions, contact the Consumer Loan Manager at 800-367-6440 ext. 11000.</p>

AUTHORIZED CREDIT UNION REPRESENTATIVE

Documentary Pre-Approved Draft will not be paid without Member/Borrower Signature below and Authorized Credit Union Representative Signature.

ASHLEY WILLIAMSON
 Authorized Credit Union Representative

CAMPUS USA Credit Union Draft Number: 637903 Purchase Date: _____

Borrower Name	Not to Exceed \$ 50,000.00	Void After
Co-Borrower Name	Dealer Phone Number	Mileage

Pay to the order of _____ \$ _____ DOLLARS

YEAR	MAKE	MODEL	VEHICLE IDENTIFICATION NUMBER

PLEASE NOTE: CAMPUS USA Credit Union IS NOT CHARGING ANY FEES LISTED AS "BANK OR CU DRAFT FEE" ON DEALERSHIP'S BILL OF SALE.

X _____ BORROWER/PURCHASER SIGNATURE
 X _____ CO-BORROWER/PURCHASER SIGNATURE

Authorized Dealer Signature: By Signing below, the Dealer represents that the above "Dealership Instructions" have been satisfied and that all required documents have been properly completed and presented with the Documentary Pre-Approved Draft.

Print Name: _____ Signature: _____

PAD337.2020

***Note - CAMPUS will finance maximum loan to value of 120% for this member.** For exceptions, contact the Consumer Loan Manager at 800-367-6440 ext. 11000.

Authorized Credit Union Representative _____

CAMPUS USA Credit Union Draft Number: 637903 Purchase Date: _____

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Co-Borrower Name	Dealer Phone Number	Mileage

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Print Name: _____ Signature: _____



Prepare for the Purchase Process



Ask for CARFAX
– you will need the
vehicle's VIN



Price Negotiation



**Read the contract
thoroughly**

Buyer's Order



Dealer/Seller Name and Address

Next Generation Motors
123 Main Street
Gainesville, FL 32609

Phone (352) 260-4007

Fax (352) 260-4005

Buyer/Buyer Name and Address(es)

Date 9/20/2022
App No. 2008

Mo. of birth _____
Stock No. 692548
Contract No. 2008

Mo. of birth _____
Salesperson Antonio Rosich

Vehicle Information

New Used Demo _____
Year 2015 Lic. No. _____
Make Chrysler Odometer Reading 97445
Model 200 Color Black
Body Style Sedan
VIN 1C3CCCAB1FN692548
Other _____

Insurance Information

Buyer has arranged insurance on the motor vehicle.
Insurance Company _____
Policy No. _____

Trade-In Information

Trade-in 1
Year _____ Lic. No. _____
Make _____ Odometer Reading _____
Model _____ Color _____
Body Style _____
VIN _____
Lienholder Name _____
Address _____
Phone _____ Payoff N/A
Payoff good through _____
Approved _____

Trade-in 2
Year _____ Lic. No. _____
Make _____ Odometer Reading _____
Model _____ Color _____
Body Style _____
VIN _____
Lienholder Name _____
Address _____
Phone _____ Payoff N/A
Payoff good through _____
Approved _____

Itemization of Sale

1. Vehicle Sales Price	\$	12500.00
2. Sales Tax 6.00	\$	779.94
3. County Tax 1.00	\$	50.00
4. Other Tax(es) N/A	\$	N/A
5. Subtotal (Add lines 1 through 4)	\$	13329.94
Title, License, Taxes & Other Fees		
6. Predelivery Service Fee*	\$	499.00
7. Electronic Transfer Fee*	\$	N/A
8. License Plate/Registration	\$	C.O.D
9. Certificate of Title	\$	79.75
10. Temp Tag	\$	19.00
11. Doc Stamp	\$	N/A
12. Other Fees	\$	N/A
13. _____	\$	N/A
14. _____	\$	N/A
15. Total Other Fees (Add lines 6 through 14)	\$	597.75
Additional Products		
16. _____	\$	N/A
17. _____	\$	N/A
18. _____	\$	N/A
19. _____	\$	N/A
20. _____	\$	N/A
21. _____	\$	N/A
22. _____	\$	N/A
23. _____	\$	N/A
24. Total Products (Add lines 16 through 23)	\$	N/A
25. Cash Sale Price (Add lines 5 + 15 + 24)	\$	13927.69
26. Trade-in Allowance	\$	N/A
27. Less Payoff	\$	N/A
28. Net Trade Allowance (Line 26-27)	\$	N/A
29. Cash Down Payment	\$	2500.00
30. Deferred Down Payment	\$	N/A
31. Total Down Payment (Line 28 + 29 + 30)	\$	2500.00
32. Total Balance Due (Line 25-31)	\$	11427.69

We may retain or receive a portion of any amounts paid to others.
* This charge represents costs and profit to the dealer for items such as inspecting, cleaning, and adjusting vehicles, and preparing documents related to the sale. These fees are not state or government fees.

Initials: _____



Itemization of Sale

1. Vehicle Sales Price	\$	12500.00
2. Sales Tax 6.00	\$	779.94
3. County Tax 1.00	\$	50.00
4. Other Tax(es) N/A	\$	N/A
5. Subtotal (Add lines 1 through 4)	\$	13329.94
Title, License, Taxes & Other Fees		
6. Predelivery Service Fee*	\$	499.00
7. Electronic Transfer Fee*	\$	N/A
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20. _____	\$	N/A

Buyer's Order



Dealer/Seller Name and Address

Next Generation Motors
123 Main Street
Gainesville, FL 32609

Phone (352) 260-4007

Fax (352) 260-4005

Buyer/Buyer Name and Address(es)

Date 9/20/2022
App No. 2008

Mo. of birth _____
Stock No. 692548
Contract No. 2008

Mo. of birth _____
Salesperson Antonio Rosich

Vehicle Information

New Used Demo _____
Year 2015 Lic. No. _____
Make Chrysler Odometer Reading 97445
Model 200 Color Black
Body Style Sedan
VIN 1C3CCCAB1FN692548
Other _____

Insurance Information

Buyer has arranged insurance on the motor vehicle.
Insurance Company _____
Policy No. _____

Trade-In Information

Trade-in 1
Year _____ Lic. No. _____
Make _____ Odometer Reading _____
Model _____ Color _____
Body Style _____
VIN _____
Lienholder Name _____
Address _____
Phone _____ Payoff N/A
Payoff good through _____
Approved _____

Trade-in 2
Year _____ Lic. No. _____
Make _____ Odometer Reading _____
Model _____ Color _____
Body Style _____
VIN _____
Lienholder Name _____
Address _____
Phone _____ Payoff N/A
Payoff good through _____
Approved _____

Itemization of Sale

1. Vehicle Sales Price	\$	12500.00
2. Sales Tax 6.00	\$	779.94
3. County Tax 1.00	\$	50.00
4. Other Tax(es) N/A	\$	N/A
5. Subtotal (Add lines 1 through 4)	\$	13329.94
Title, License, Taxes & Other Fees		
6. Predelivery Service Fee*	\$	499.00
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W. CONSULT YOUR OWN LEGAL COUNSEL.



After the purchase

- Keep all signed documents, warranty documents, etc.
- Make sure the dealer provides tag, registration, etc.
- Set up payments (automatic payments, online banking, etc.)

Takeaways



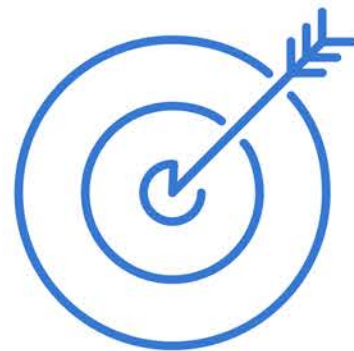
Review your budget

Talk to your credit union



Do your research

Get pre-approved



Be thorough during the purchase process

If you are unsure – wait & use resources.



Enjoy the ride!

Thank you for joining us!

**Questions or
comments?**

feedback@campuscu.com



Pre-Approval Letter



You're Approved!*

Dear

Thank you for financing with CAMPUS USA Credit Union! I hope you enjoy shopping as a "cash buyer" with the attached Documentary Pre-Approved Draft.

Once you have selected a vehicle and negotiated the price, please follow these instructions to use your Documentary Pre-Approved Draft:

- Write in the dealership's phone number and vehicle mileage
- List dealership's name in the "Pay to the order of" section
- Fill in the amount of the draft
- Complete, or have the dealership complete, the vehicle information
- Sign as the Borrower/Purchaser
- Submit the Documentary Pre-Approved Draft to the dealership

Please note: CAMPUS USA Credit Union is not charging any fees listed as "Bank or CU Draft Fee" on dealership's bill of sale

You will receive a Loan Modification Rider to your Auto Express Loan Note by mail; this will give you the final loan amount, and the amount and due dates of your payments.

Remember to notify your insurance agent about your new purchase or contact Quorum Insurance at 800-714-1447 for a free, no-obligation quote.

(800)367-6440 ext.

P.S. If you haven't already, please call me to set up automatic payment for your new loan from your CAMPUS account or from your account at another financial institution. It's easy and **you will receive a \$10.00 bonus!**

*Please refer to the financing guidelines listed on the Documentary Pre-Approved Draft and your Auto Express Loan Note.

What does it mean to get pre-approved?

Pre-approval through a financial institution

- Approved for a maximum loan amount
- Based on credit and income

Other items to consider:

- If you have a trade-in and/or existing auto loan
- What monthly payments you can afford



**YOU'RE
PRE-APPROVED**

Do **your homework!**

- **Safety** (Consumer Reports)
- **Pricing**
- **Dealerships**
- **Insurance Costs**
- **Fuel Economy**

