

On the Road

A Car Buyer's Checklist

Before you sign on the dotted line, make sure you have all the facts. The following is a checklist to help you cruise through the car buying process.

Choosing a Vehicle

- Be an educated consumer**, prepare yourself by considering the following:
 - Create a list of features that are important to you such as brand, body style, leather seating, standard equipment, etc.
 - Consider the resale value for the vehicle. While buying a new car is exciting, the reality is that you probably won't keep this car forever. The features you choose now will affect the vehicle's value if you decide to sell it later on.
 - Call your insurance company to get a quote on the type of car you are considering. The monthly cost may help you decide which car is the best fit for your budget.
 - Check out the MPG. Today's gas prices can really impact your wallet. Estimate your monthly gas consumption and factor this expense in with insurance and your car payment.
 - Go online to check out the safety rating for the car you have chosen. Use the following websites to access safety test results:
 - www.nhtsa.gov
 - www.iihs.org
 - www.safecar.gov

Buying Used

- If you have decided to buy a used vehicle**, be sure to kick the tires before you drive off the lot. Here are some helpful tips:
 - Research the Blue Book value online at www.nadaguides.com to see if the asking price is reasonable
 - Check out the vehicle's past history for accidents, flooding, etc. on www.carfax.com
 - Before the test drive, look at the engine, body and undercarriage for any signs of damage or rust
 - Inspect the interior for cleanliness, comfort and size
 - Check the oil level and color
 - Look to see if there seems to be any coolant or radiator leaks or signs of corrosion
 - On the test drive, experiment with the acceleration, handling, breaks, visibility, steering, alignment, etc.
 - After the test drive, re-inspect for leaks, odors or smoke.
 - Request to review the service records, title, and any receipts
 - Consider taking the car to be reviewed by your mechanic

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Money Matters

- Be proactive; know your credit score before you go to the dealership.** The higher your credit score, the lower the interest rate you will qualify for. Visit your local Chartway branch or call Customer Service to get pre-qualified so you will know exactly how much you have to spend on your car.
- Check to see if the dealership is offering any rebates or incentives.** Because of today's depressed auto market, many dealerships offer discounts. Offers are usually posted on automaker's websites. There may also be incentives for military personnel, college grads, repeat customers, teachers, law enforcement officials and others.

Protecting Your Investment

- Your new car is a big purchase;** make sure that you protect your investment and your credit by considering a debt protection product. Check out Chartway's Loan Assure program—a coverage that will make your loan payments in the event of involuntary unemployment and/or disability. This benefit will also protect a loved one in the event of an untimely loss of life. We offer a range of products to suit individual needs.
- Accidents do happen** and Chartway offers **Guaranteed Asset Protection (GAP)** in the event that your car is totaled in an accident. Insurance settlements often don't cover the entire balance owed on an auto loan, leaving you stuck paying the outstanding balance on a car you can no longer drive. GAP insurance protects you in this event by covering the remaining balance of the loan. This product is particularly helpful when the balance owed on a car exceeds the estimated total worth of the vehicle.