



REFINANCE A CURRENT LOAN BY 2%

Refinance your current vehicle loan with JHFCU and get a better rate than what you're currently paying. Bring your car, truck, or motorcycle loan to JHFCU from another lender, and we'll lower your rate by 2% (to as low as our lowest new car loan rate)! In order to qualify, your current car loan payments must be up-to-date and you must have a loan balance of at least \$3,000. Please call the Credit Union for more information. Current JHFCU loans and off-lease vehicles are not eligible. Other restrictions may apply.

Recreational Vehicles

You can also finance your new or used boat, Jet Ski, RV, or mobile home with JHFCU. Check our rate page online at www.jhfcu.org for current rates and terms, or call the Credit Union for more information. Rates for recreational vehicles are determined by an evaluation of the applicant's credit.

Home Equity Loans for Vehicle Purchases

A Home Equity loan or line of credit is another financing alternative for your vehicle purchase. With rates as low as Prime minus ½%, no closing costs, and the possibility of tax-deductible interest, a JHFCU Home Equity loan may be worth considering. Contact the Credit Union for more details.

FINDING INSURANCE

Once you have the vehicle you want, protect your new investment by taking advantage of the following programs:

Loan Insurance

You can protect your car's value with **Guaranteed Auto Protection (GAP)** insurance, a low-cost insurance that pays off your remaining loan balance (up to 150% of the vehicle's MSRP value) should your vehicle be stolen or damaged and determined a total loss. GAP can even pay up to \$1,000 of your auto insurance deductible (deductive coverage not available in all states). You can have complete coverage for only \$260, which can be added to your loan balance, if you

wish. Cars purchased over the past 18 months can be insured retroactively. Call JHFCU for more details.

Borrowers can also protect themselves and their loved ones with **Credit Life and Disability Insurance**, available at JHFCU. The low-cost Disability insurance can pay off your Credit Union loan balance if you become disabled, protecting your credit rating at a time when funds may be limited. The Credit Life insurance ensures that your loved ones won't end up paying your loan balance should you die before the loan is paid off. Credit Life and Disability premiums are added in with to your loan payment, so no separate payment is required.

Auto Insurance

Consumers purchasing insurance through **MAIF (the Maryland Automobile Insurance Fund)** often pay extremely high-interest costs at outside financing companies. The Credit Union has established a program to allow members to finance MAIF Premiums at a lower rate. Call Member Benefits, Inc. at 410-882-0810 for more information on how to take advantage of this program.

JHFCU members can also get a 3% discount on **Nationwide Insurance** policies.* For more information, contact Corrigan Insurance at 1-800-213-1634 or corriganagency@nationwide.com.

*Does not apply if you already participate in another credit union's Nationwide discount program.



410-534-4500 • 1-800-JHFCU-70 • www.jhfcu.org
(outside the Baltimore area)

E. Baltimore

2027 E. Monument St.
Baltimore, MD 21287
M-T, Th-F, 8:30 a.m. – 4:00 p.m.
W, 10:00 a.m. – 4:00 p.m.

Homewood

Charles Commons
4 E. 33rd St.
Baltimore, MD 21218
M-T, Th-F, 8:30 a.m. – 4:00 p.m.
W, 10:00 a.m. – 4:00 p.m.

Bayview

5201 Alpha Commons Drive
Baltimore, MD 21224
M-T, Th-F, 8:30 a.m. – 4:00 p.m.
W, 10:00 a.m. – 4:00 p.m.

Eastern

1101 E. 33rd St., Room 303A
Baltimore, MD 21218
W, 10:00 a.m. – 4:00 p.m.
Th, 8:30 a.m. – 4:00 p.m.

Mt. Washington

McAuley Hall, Suite 100
5801 Smith Avenue
Baltimore, MD 21209
M-T, Th-F, 8:30 a.m. – 4:00 p.m.
W, 10:00 a.m. – 4:00 p.m.



Your savings federally insured to at least \$100,000 and backed by the full faith and credit of the United States Government. National Credit Union Administration, a U.S. Government Agency.



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For more information about any of the aforementioned programs and services, please call us at 410-534-4500 (or 1-800-JHFCU-70 if outside the Baltimore area), visit us online at www.jhfcu.org, or stop by any of our branches and see us in person.

Let JHFCU help you get the vehicle of your dreams!

VEHICLE LOANS & THE CAR-BUYING PROCESS



THE JOHNS HOPKINS
FEDERAL CREDIT UNION

Serving the Johns Hopkins community since 1971


Vehicle Loans & The Car-Buying Process

If you're in the market for a new, used, or recreational vehicle, let the Johns Hopkins Federal Credit Union ease the car-buying process with our access to vehicle pricing and other information, low-rate loans, and convenient repayment options. JHFCU can help you along the way—no matter which stage of the buying process you're in.

BUYING A VEHICLE

The more you know about vehicle pricing and the buying process, the better you are able to negotiate a good deal and save money. JHFCU has several options that can help you find the vehicle you want at a price you can afford.

Pricing

With the Motor Vehicle  Certification Program (MVCP), you can obtain pricing information on new cars before you even visit the dealership. You can receive information on the actual invoice price, plus up-to-date information on rebates and incentives. MVCP also has a network of dealers who will honor pre-

established pricing. When you request that option, the MVCP consumer advisor will send you a certificate (or certificates) for dealers offering special pricing, or you can print one off their website, and you can double-check your price once you visit the dealer. For more information, call MVCP at 410-522-5000 or 1-800-345-0990, or visit their website at www.mvcp.com.

JHFCU also offers members access to Web Carbook, where you can look up prices and options for new vehicles, research used cars' values, compare vehicles, or find vehicle safety information. You can even request a quote for your vehicle from area dealers. To access Web Carbook, visit JHFCU online at www.jhfcu.org, click on *Car Buying*, and then *Buying a Vehicle*. The link to Web Carbook is in the middle of the page.

Local Dealerships

One of JHFCU's many partnerships is with Enterprise Car Sales. Enterprise offers features such as a no-haggle price system, 7-day repurchase policy, limited powertrain warranty, and more. They also occasionally offer special rebates if you finance through JHFCU, too. For more information about Enterprise, visit their website at www.enterprise.com/carsales.

Several new car dealerships also advertise with JHFCU and offer special consideration to JHFCU members. The list of dealers and contact information can be found on the back page of our *Money Matters* newsletter, available in all of our branches and online at www.jhfcu.org.

Some dealerships can offer JHFCU financing on-site. This is an added convenience for members who want a JHFCU loan. However, applying and closing your loan directly with JHFCU offers some advantages, such as allowing us to verify the price/value of your vehicle and to set up convenient repayment options.



Look up prices and options for new vehicles, research used cars' values, compare vehicles, or find vehicle safety information at www.webcarbook.com.



GETTING A LOAN

You can apply for any kind of JHFCU vehicle loan online, over the phone, or in person at any one of our branches. Generally, your loan request can be processed in minutes. When applying, contact us to find out if you need to submit any additional materials with your application. The Credit Union offers the following types of vehicle loans:

Pre-approvals

Regardless of what kind of vehicle you desire, new or used, JHFCU offers you the option of applying for a pre-approved auto loan. Before submitting an application for pre-approval, members are encouraged to determine what kind of car they wish to purchase (new or used), the probable term of the loan, and the amount of down payment. These factors will affect your estimated payment amount and, therefore, will affect your pre-approval. Members may be approved for a maximum of \$50,000. Those who want to apply for more than \$50,000 need to submit a purchase order at the time of application. JHFCU will also finance registration fees, taxes, lien fees, and up to \$1000 for any warranties.

If you've been pre-approved for an auto loan, the Credit Union will send you a letter detailing how much money you can borrow, the term of the loan, and the interest rate on your loan. The approval will be valid for 30 days from the date of the letter.

New/Used Cars

When financing a new car, JHFCU may be your lowest cost option, and there are other benefits to financing with the Credit Union, as well. Rates are typically 2-3 percentage points lower than what banks or finance companies offer, and even though special dealer rates may be lower, it's most likely because they will charge you more for the car if you take the lower rate. (In most cases, you have a choice of a rebate or a lower rate, and taking the rebate and applying it towards the purchase generally works out much more favorably for you!)



The Credit Union offers a choice of 48-, 60-, or 72-month terms and can finance 100% of the value for qualified borrowers. Rates for all car loans are determined by an evaluation of the applicant's credit, and members can receive an additional ½% off with direct deposit to JHFCU. A JHFCU car loan offers extra flexibility through a variety of repayment options: you can set up a payroll deduction so that part of your payment comes right out of each paycheck. You can also transfer money online or over



the phone from your checking or savings account. Or, if you have an account elsewhere, you can elect to have payments debited monthly via ACH, the Automated Clearing House system. Finally, you have the option to bring in or mail your monthly payment.

If you purchased a car within the past 120 days, you can still apply to refinance the vehicle at our new car loan rates under our "second chance" financing program.

When applying for a used car loan, for a car purchased through a private dealer, you may need to submit additional materials along with your application, such as a purchase order or inspection verification. Contact the Credit Union by calling 410-534-4500 and pressing "3" if you have any questions. The vehicle cannot be more than 20 years old. Older vehicles may be financed at our unsecured loan rates for qualified applicants.

Auto Plus—Borrow Up to 125%

JHFCU also offers Auto Plus loans for both new and used cars. With Auto Plus, you can borrow up to 125% of the vehicle's retail value and take advantage of our low rates. Plus, when you get an Auto Plus loan from the Credit Union, you'll receive free Guaranteed Auto Protection (GAP) insurance, which pays off your remaining loan balance (up to 150% of the vehicle's MSRP value) should your car be stolen or damaged and determined a total loss. Rates for new and used Auto Plus loans are 2% over the stated car loan rate as determined by evaluation of the applicant's credit and direct deposit option.

Refinancing & Insurance Information