

# AUTO TALK



Your Quarterly Automotive Newsletter

Summer 2023

## The Ultimate Car Shopping Checklist

### Set a Budget

How much can you afford to spend on a monthly car payment? Once you know your budget, you can start narrowing down your options.

### Do Your Research

Read reviews, compare prices, and learn about the different features and options available on our car shopping website.

### Get Pre-Approved With Us

This will give you an idea of how much you can borrow and what your monthly payments will be, giving you more leverage when negotiating with the dealer.

### It's OK to Bargain With the Dealer

The sticker price is just a starting point. Don't be afraid to negotiate with the dealer to get a better price.

### Take Your Time

Buying a car is a big decision. Don't feel pressured to buy a car right away. Take your time and make sure you're getting the best deal possible.

### WEBSITE HIGHLIGHT

## Search by Payment

Most car shoppers don't know exactly what they want when they start shopping. But many do have a general idea of how much they can afford to spend each month. If you're one of those shoppers, our Search by Payment form is the perfect place to start.

**Search by Payment**

50 \$300 \$350 \$400 \$450

Type

Price

Down

Term

Rate

\$359 per month\*

[Find Inventory By Payment](#)

Simply use the slider to select your desired monthly payment, and we'll show you all of the available inventory at local dealerships that fits your budget. It's that easy!

## Top 5 Features of Our Auto Shopping Website

1. Research over 4 million vehicles nationwide.
2. Save time and money with pre-approval.
3. Refinance your existing auto loan and save.
4. Find your car's worth with accurate reports.
5. Free CarFax®, comparisons, and more!



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