

Want a bigger/better car for your money?

SMART CHOICE



Three Ways to Finance Your Next Vehicle:



Lease from a Dealership

Residual-based financing

- Up-front cost (down payment)
- Locked-in terms
- You are a renter, not an owner
- Increased insurance premiums usually required
- Early termination fees
- Typically limited to new car models only



GCFCU Smart Choice Auto Financing

Includes BEST of BOTH:
Residual-based & Simple interest financing

- Guaranteed a future value (GFV) of car at end of term
- Reduced risk for negative equity
- Payments are lower - based on difference between conventional loan amount and the GFV
- A lower payment allows options for better cars
- Choose a new or used car (up to 5 years old)
- You have rights of ownership:
 - Titled in your name
 - Choose your own insurance
 - Trade or sell at any time
 - No early termination fees
- Guaranteed Asset Protection (GAP) insurance included if your loan-to-value is greater than 80%



Conventional Loan

Simple interest financing

- Often a longer term is needed to afford payment
- Risk of unexpected depreciation
- Increased negative equity risk
- Early trade-out is limited



Revised
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