



Be Prepared Before Buying a Car

In the market for a new or used car? It's a big financial decision, so it pays to take your time and do some research before you commit.

Try following these steps to make sure you're getting a car you can afford and that will meet your needs now and into the future:

The Car-Buying Process

- 1. Set a budget.** Before setting off for the dealership, determine what you can afford. Add up your monthly expenses and subtract the total from your monthly income. Look at what's left, leaving room for savings goals. That's roughly what you're working with for your car payments, auto insurance, fuel, and related costs. Consider this amount when thinking of a monthly payment that you're comfortable with, and then use our calculator for "How much car can I afford?" on dcu.org. Keep in mind that most financial advisors recommend spending 15% or less of your monthly income on car-related costs.
- 2. Weigh the pros and cons of new vs. used.** New cars will cost more upfront, but you might get a lower interest rate on a car loan. (Note: DCU offers the same low rates for new and used vehicles). You can also expect to pay less on maintenance costs and enjoy a free warranty period. Plus, newer cars come with the latest safety and technology features. Opting for a used car can give you more options for your money, meaning you may be able to afford a more premium model. But you may not know its history and it may not come with a warranty. And if you finance the purchase, you might pay a higher interest rate. Many experts say a good compromise is opting for a certified preowned car. These vehicles cost less than new cars, have low mileage, and come with a manufacturer's warranty.
- 3. Research models and features.** Make a list of qualities that are must-haves, such as large cargo space, a high safety rating, or long-term reliability. Then, seek out cars that match those needs and fit within your budget. From there, you'll be set to start looking at cars in person. If you're considering a used vehicle, DCU offers a partnership with the online car-buying service, Carvana.
- 4. Test-drive cars.** Try to drive all the cars you're considering on the same day to better compare them. Test a number of qualities over the course of at least 30 minutes: Make sure the car is comfortable, drives well on different road surfaces, brakes and accelerates to your liking, and has good visibility.
- 5. Secure financing.** Car dealerships may offer their own financing, but you could be missing out on a better rate if you don't do comparison shopping. Many dealers mark up their auto financing to boost profit margins, so chances are good that you could get a better deal when you finance with DCU. Securing financing before you shop can give you some leverage when you start negotiating.
- 6. Negotiate terms.** When negotiating, consider the total price of the car, not just the monthly payment. Negotiating the monthly payment makes it easy for the dealer to sneak in extra costs for the lifetime of the loan. Clarify whether the price being discussed includes taxes and fees or not. Get a breakdown of any fees and be ready to walk if you feel like you're being given a bad deal.
- 7. Review the paperwork.** Check your documents carefully to be sure the final price includes everything you negotiated with the salesperson and there are no additional fees. If the paperwork has incorrect information or blank spots, wait to sign until they are complete and correct.

Love your car... and your loan

Whether your dream car is new or just new to you, DCU's auto loans make it easy to hit the road by offering low rates and flexible terms for both new and used vehicles.

Please note, membership is required to accept a DCU vehicle loan.

DCU's Annual Memorial Scholarship Program

For over 20 years, DCU, through our 501 (c)(3) non-profit charitable foundation, has provided a scholarship program designed to assist students in their pursuit of a higher education with \$1,184,000 in scholarships being awarded. In 2020, DCU for Kids awarded 90 scholarships totaling \$165,000 to graduating high school seniors judged most likely to excel at a college or university. In 2021, scholarship awards will range from \$1,000 to \$2,500.

Students in their senior year of high school who will be attending a state or nationally accredited college or university in the Fall of 2021 are now able to apply* for the Annual DCU for Kids Memorial Scholarship. Recipients are chosen by an impartial panel of college educators who base their decisions on scholastic achievement, community involvement, leadership skills, character and integrity,

recommendation letters, as well as an essay submitted by the student.

Applications and all supporting materials must be submitted by Friday, March 5, 2021 at 3:00 pm (EST) and must be submitted electronically through the DCU for Kids Online Scholarship Portal. Any materials received after the deadline date will not be considered for review. Scholarship winners will be notified in late April/early May 2021 by email.

Learn more about detailed rules, how to apply, and a list of FAQs for the Annual DCU for Kids Memorial Scholarship Program by visiting dcuforkids.org/scholarships.

*All DCU employees, volunteers, subsidiaries, affiliates, and their immediate family members are ineligible to apply.



2021 Board Nominees and Annual Meeting

The Nominating Committee chose Wayne Haubner, Camille Glover, and Kumar Kittuswamy, to serve 3-year terms on the Board of Directors starting on Monday, April 19, 2021. The following information was supplied by the nominees:

Wayne Haubner – Wayne has built world class engineering organizations in a variety of industries including financial services, satellite communications, and enterprise software. His focus is leveraging technology to improve the lives of citizens around the world. Wayne's career began with Digital Equipment Corporation and he currently serves as the Chief Technology Officer for a global software company.

Camille Glover – Camille works as a government attorney in Washington, DC. Previously she worked in banking, corporate and cybersecurity law, and has expertise in nonprofit management. Camille desires to develop pathways for greater financial literacy, fiscal education, and streamlined banking edification and services in the community. Specifically, she advocates for increased banking and financial access tools within marginalized communities.

Kumar Kittuswamy* – Kumar is a Management Consultant, Entrepreneur and Research Scholar. He has consulted with most of the major global consulting firms and has also founded a couple of startups. He holds an MBA from the

University of Oxford, UK and is currently researching for an Executive Doctorate in Management with PSL Research University, Dauphine, Paris, France focusing on Digital Platforms.

DCU's Annual Meeting will be held on Monday, April 19, 2021 at 5:00 pm (EDT) at DCU's Corporate Headquarters located at 220 Donald Lynch Boulevard, Marlborough, MA.

According to DCU Bylaws, when there is one nominee per position, an election will not be conducted by ballot and there will be no nominations from the floor. Nominations also may be made by petition signed by at least 500 members received by the Election Coordinator by 3:00 pm (EST), Monday, February 8, 2021. For a petition packet, contact the Election Coordinator by emailing your request to volunteering@dcu.org.


*Incumbent

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The DCU Way

-  People Come First
-  Do the Right Thing
-  Make a Difference