

REBATES VS. 0% FINANCING

Paying 0% interest sounds great...right? However, did you know that the average auto buyer does not qualify for this special rate? If a rebate is offered as an alternative to 0% financing, it is often better to use this rebate as a down payment and finance through First Financial.

Here are some important factors to consider:

- 0% is only offered to consumers with the very best credit history
- 0% forces you to choose between the rate or the rebate, you cannot have both
- 0% is often used for slow selling models that have trouble selling or are in stock
- 0% may have hidden application or prepayment fees which further reduces savings
- 0% financing will limit negotiations on the price of the car

When you use First Financial's PALM Auto Buying Service, your vehicle's price is pre-negotiated and you qualify for all rebates and incentives. A First Financial low interest rate auto loan paired with PALM savings will beat 0% dealer financing. Here's how:

	First Financial	Dealership
Sales Price	\$20,000	\$20,000
Rebates/Incentives	\$3,500	\$0.00
Interest Rate	2.24%	0.00%
Loan Term	60 months	60 months
Monthly Payments	\$291*	\$333*
Total Payments	\$17,457	\$20,000
Total Savings	\$2,543	\$0

*APR = Annual Percentage Rate. Information in the chart above is for financing comparison purposes only. Actual rate may vary and is subject to credit approval and all First Financial Credit Union policies and procedures. Loan rates are based on credit history, collateral criteria and term of loan. Other terms and conditions subject to change without notice. Other restrictions may apply. Call for complete details. All information correct as of September 2017. Federally insured by NCUA.