

The Sheaf

Our Financing Versus Dealership Financing

Your Wallet Will Love the Difference

Spring 2016 Edition

How We Keep Costs Down

A VEHICLE IS A SIGNIFICANT INVESTMENT

— one most people don't pay for with cash. If you're a lottery winner or a very diligent saver, perhaps you're the exception, but if you're the rule, you should consider financing options beyond what the dealership offers you — particularly an auto loan from your credit union.



Odds are, you'll get a better deal at AgFed. How come? Simple. As a credit union, we're not out to make a lot of money off of financing. We don't have to, because we don't have stockholders to cater to. We use the money we earn to simply run our credit union and provide you and the rest of our members with lower loan rates, higher savings account rates and lower (and fewer) fees.

Some of the things that make AgFed financing different from dealer financing . . .

- **LESS FINE PRINT** — What's in the fine print will often ruin what looked like a good deal. For instance, you find that a loan with a super-low rate is only good on certain models or is only good for a very short term.
- **NO FRONT-LOADED INTEREST** — Some dealers follow the Rule of 78s, which means they load the interest onto the front of the loan. If you pay your loan off early, you don't get much of a discount at all. Credit unions always use the simple interest method with an annual percentage rate, so you don't have this problem. (Plus, there's never any prepayment penalty.) That can make credit union rates seem higher when they really aren't. Look closely at the paperwork.
- **REBATE-FRIENDLY FINANCING** — The dealer may offer you a better financing package if you agree to pass up a substantial manufacturer's rebate. The dealer doesn't pay anything out for the rebate, so you *should* be able to both take advantage of the rebate and get the best financing deal. But to do that you'll need to finance with your credit union.
- **PREAPPROVALS** — You can get your AgFed vehicle loan before you even start shopping. That way you'll always know what you can afford.

Remember, if you already have a dealership "deal" that's costing you too much, you still have a chance at AgFed financing. We can pay off your existing loan and provide you with a new one that will probably save you money. Let us know if we can help.

Refinance your car or truck loan today at agfed.org!

24 months/as low as	1.49% APR ⁽¹⁾
36 months/as low as	1.74% APR ⁽¹⁾
48 months/as low as	2.24% APR ⁽¹⁾
60 months/as low as	2.49% APR ⁽¹⁾
72 months/as low as	2.99% APR ⁽¹⁾
84 months/as low as	3.49% APR ⁽¹⁾

⁽¹⁾Annual percentage rate. Offering rates are subject to change without notice. The rates and terms for these products are determined by applicant credit and payment history. Term is determined by loan amount. Actual rate may vary. Example payment for a 60 months new/used auto loan for \$20,000, at a rate of 2.49% would be \$354.86 per month. Certain restrictions and conditions may apply. Please visit agfed.org for most current offering rates.

Get into the Spring of things
with an
Auto Loan



✿ Purchase or Refinance
today!

AgFed
Credit Union
Your Partner for Life

★ ★ AgFed News ★ ★

2016 Board of Directors Election

Beginning March 23, 2016, eligible AgFed members may begin to cast their votes for the AgFed Board. Members who are enrolled in eStatements will receive their voting ballots and instructions via email and all others will receive paper ballots.

ALL VOTES MUST BE RECEIVED NO LATER THAN APRIL 23, 2016.

If you did not receive your ballot, please contact the Credit Union.



81st AgFed Annual Meeting

AgFed's 81st Annual Meeting is quickly approaching! We will review the results of the elections and you'll have the opportunity to meet the Board of Directors.

WHEN: Thursday, April 28, 2016

WHERE: The back of the U.S.D.A. South Building Cafeteria
1400 Independence Ave., SW, Washington, DC 20250

TIME: 11:30 am

All non-USDA employees please use Independence Avenue, Wing 3 entrance. Proper ID required.



Get into the Spring of things with a

Home Equity Loan

-  Home Improvements
-  Debt Consolidation
-  Vacation Expenses



Holiday Closings

May 30, 2016, Memorial Day
July 4, 2016, Independence Day

Stop Paying Too Much for Insurance

Are you getting the full benefit of your AgFed membership? You probably aren't if you haven't found out how much money we could save you on insurance. That's right, we said insurance. Thanks to our partnership with TruStage Insurance Agency, you're eligible for discounts on all these types of plans:



- Life
- AD&D
- Auto
- Property
- Health

Everyone needs insurance — but not everyone needs to pay full price.

Learn more at <https://www.agfed.org/member-discounts/>.

2016 Credit Union Cherry Blossom Ten Mile Run

Come and cheer on the AgFed team as we run/walk for a great cause on **Sunday, April 3, 2016** at the Washington Monument grounds!

We'll see you at the finish line!



AgFed Credit Union
Your Partner for Life

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Washington, DC 20250

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Merrifield, VA 22116-9998

24/7 Online Banking
www.agfed.org

24-hour Member Service
(202) 479-2270
(800) 368-3552

24-hour Loan by Phone
(888) 451-LOAN (5626)

24-hour Telephone Banking
A.R.T. (Audio Reponse Teller)
(202) 488-3130 or (800) 872-2328

Contact us! If you're up, we're up. 24/7 Banking Convenience
Email us at members@agriculturefcu.org


