



Americans Well-informed on
Automobile Retailing Economics

Educating consumers about auto financing

AWARE was formed to build a greater understanding among consumers about how vehicle financing works. The group aims to ensure that potential buyers of new and used vehicles have the tools and resources they need to successfully navigate the vehicle financing process.

Visit www.autofinancing101.org for more information.

Top 4 things to do before going to the dealership:

1. Based on your needs and budget, determine a realistic price range for the vehicle you are thinking of buying.
2. Know the difference between financing and leasing.
3. Know your credit record.
4. Compare annual percentage rates (APR) from sources such as banks, finance companies and credit unions.

Top 4 things to do while visiting the dealership:

1. Stay within the price range you can afford.
2. Negotiate your finance arrangements and terms.
3. Understand the value and cost of optional products such as extended service contracts, credit insurance, or guaranteed auto protection. Don't sign up if you don't want these products.
4. Read the contract carefully before you sign it.