

How to Strike a Deal on a Used Car

You've found the car of your dreams and it's time to strike the deal. Dealers and some private sellers have a lot of experience negotiating, but you may not. Prepare yourself!

Before you negotiate:

1. Determine what a fair price for the vehicle might be: Look at used-car pricing guides such as Edmunds.com, Kelley Blue Book (kbb.com), and NADA (National Automobile Dealers Association) Appraisal Guides (nadaguides.com).
2. Have sufficient cash or make financing arrangements with STCU ahead of time. **Preapproval with San Tan CU gives you the ability to negotiate as if you are a cash buyer.**
3. Calculate how much you can afford based on your budget. Decide to walk out if the seller exceeds your limit.

4. Have an expert check out the car, even if you have to pay for an inspection.
5. Ask a friend to go with you. Agree that if this person says you should leave, you leave.

What else?

- ◆ Only agree to negotiate with a person with whom you feel comfortable.
- ◆ Look at it as a business transaction.
- ◆ Be prepared to spend at least an hour negotiating.

Don't meet with the seller if you're tired or hungry; that will only make it easier for the seller to get more money from you. Your endurance and a willingness to walk away from the deal are essential to getting the best price.

Are you ready? Let the negotiations begin!

10 Tips for Successful Haggling

Even if you've never negotiated prices, consider starting now. Try these proven tactics:

Build rapport.—"Your goal is to establish an authentic connection, not a manipulative one," say Daniel L. Shapiro and Roger Fisher, of "Beyond Reason: Using Emotion as You Negotiate." Finding common ground as golfers or parents of picky eaters can shift the relationship from "me vs. you" to "we."

Never bully.—Successful haggling creates win-win situations and forges partnerships. "It comes down to human nature," explains Robert Spector, author, retail historian, and customer service speaker. "People are more likely to help people who help them." Making snide remarks about the product doesn't help anyone walk out the door with it—unless it truly is defective.

Bring something to the table.—Offer to help the seller by buying in bulk, purchasing a scratched floor model, or buying at the end of the season.

Pick the right time.—You're more likely to snag deals after the holidays or at the end of the month, when sales quotas are due. Shop during off hours to find sales staff with time to talk, and receptive managers.

Shop with real money.—Paying in cash can help savvy

shoppers get lower prices.

Never say the first number.—Staking out territory doesn't help with haggling. Get the seller to make the first offer.

Don't start too high.—Not bidding far enough below your target price is a common mistake. Start as low as possible without being insulting.

Remember, silence is your friend.—Don't answer offers immediately. A well-timed sigh can lengthen a pause and prompt something better. If a seller tries this, hold tight and don't negotiate against yourself.

Always ask.—Shoppers without coupons can sometimes get discounts, if they ask. If something is already on sale, requesting a little extra could help retailers move the product.

Don't get too attached.—Shapiro calls this "identifying your BATNA," or Best Alternative To Negotiated Agreement. Know when you'll walk away, and you'll have the upper hand. But don't go away mad. Go with regret, and leave your name. A salesperson might call with a better deal.

"Haggle in an upfront way, and always show respect," Spector says. Done right, haggling isn't about pulling a fast one. It's helping others make you an offer you can't refuse.

Emergency Fund—Start Small, Think Big

Many people wonder how they can build an emergency fund when they're trying to pay off my debts. It isn't as hard as you might think. The strategy is to start small, change a few habits, and change your mindset.

If you're starting from scratch with your emergency fund, begin by saving one month's worth of living expenses while paying the minimum on your credit cards. When you have that first month of emergency funds started, turn your focus to your credit card debt and pay more than the monthly minimum. Once the credit card debt is paid off, go back to building your emergency fund.

If your credit card debt is very high and can't be paid in full within a couple of months, then alternate the extra payment every other month: The first month, add to your emergency fund and pay the minimum on your credit cards. The next month, pay more on your credit cards and skip the deposit to your emergency fund, etc.

If you have high rate credit cards with another institution, consider transferring your balances to a low rate San Tan CU credit card—no balance transfer fees.

Here are five ways to boost your emergency fund and change savings habits for life:

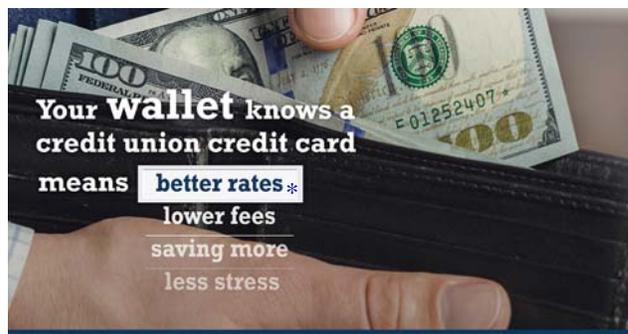
- Treat savings as a bill. Figure out what you can afford to save each month and stash away \$75, \$50, \$25, or even \$10 a month. No matter the amount, it adds up and can become habit-forming. As your financial situation improves, increase the amount.
- Live one raise behind. When you get a raise, don't begin spending

more. Instead, apply the extra amount to your emergency fund.

- Automate it. Set up an automatic transfer to your emergency funds account. When the credit union receives your direct-deposited pay check, you can have a portion of it put directly into your savings or emergency account. Out of sight, out of mind, but you know it's there if you really need it.
- Give savings a garage-sale boost. Go from room to room in your home and purge stuff you no longer want and need. Then schedule a garage sale. Both your house and your savings will look better.

Think of it as a life jacket. If you can't find that initial spark to get started, ask yourself how you'd pay your bills if you lost your job tomorrow. Having an emergency fund will help you keep "your head above water."

Remember: The professionals at San Tan CU are ready to help with all your savings needs.



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***Rates as low as 9.9% APR.**
No annual fee, no balance transfer fees and no cash advance fees.

San Tan CU lobby hours:

Monday, Tuesday,

Wednesday, Thursday:

10 a.m. to 5 p.m.

Friday: 10 a.m. to 6 p.m.



2018 Upcoming Holidays

Independence Day

Wednesday July 4—closed.

Labor Day

Monday September 3—closed.

Columbus Day

Monday October 3—closed.

Veterans Day

Monday November 12—closed.



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