



**Financial Literacy and Loan Program**  
**Car Buying Manual**

- Hidden Costs of Car Ownership
- Checklist for a Test Drive
- Understanding Insurance Coverage
- Cars by Make and Model

**ON THE ROAD  
LENDING**

AFFORDABLE LOANS FOR RELIABLE CARS

## HIDDEN COSTS OF CAR OWNERSHIP



### **INSURANCE**

Insurance is required in all states except New Hampshire and Virginia. There are many different types of insurance. Please refer to our Understanding Insurance Coverage document.

### **REPAIRS**

Repairs can come up unexpectedly. SUVs and luxury cars have higher cost for repairs that you should consider when choosing a car.

### **FUEL**

Your fuel costs vary according to the type of car you buy and the number of miles you drive. Poor gas mileage leads to higher out-of-pocket expense at the gas pump. The car we choose together will take all of this into consideration.

### **MAINTENANCE**

It is important to take good care of your car because it is an asset. These costs include routine maintenance, such as oil changes, tire rotation, and replacing worn out parts.

### **PARKING & TOLLS**

We can help you include these everyday costs in your budget.

### **WHY DO YOU NEED TO CONSIDER THESE THINGS?**

Cars cost more than just the car payment. We will help you budget for these hidden costs.

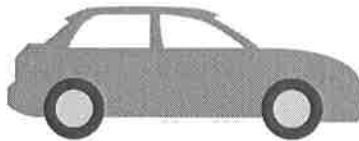
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## CHECKLIST FOR TEST DRIVE

Congratulations on your loan approval! Soon you will be heading out to a dealership to test drive your new vehicle. We want you to know that On The Road Lending does our best to ensure that you are purchasing a quality used vehicle from a reputable dealer, but you are purchasing a used car, and some cars may have imperfections such as small, normal wear and tear, dings or spots on the upholstery. This is fine as long as they are not drastic and don't interfere with the car's performance. If a car does not run well, and a dealer promises to fix it, we will just move on to a new car selection. Since we cannot be on location with you when you test drive your new vehicle, we have created this helpful guide below.



- Look at tire condition and tread.
- Look at the body including bumpers and paint.
- Open the trunk and lift the carpet to make sure it is clean and dry. Most cars do not come with spare tires. You can discuss options to purchase a tire with your salesperson. Many newer cars have replaced the temporary donut tire with a can of air to refill and seal a tire.
- Open the hood and check battery cables to make sure they're clean.
- Check the oil dip stick to make sure the oil is clear and not dark.
- Turn on the car to make sure it starts easily.
- Test all accessories on the dashboard—lights, wipers, windshield sprayer, heat, a/c, radio, etc.
- Test drive car with the radio off so that you can listen to the engine shift. Notice if it drives smoothly and does not hesitate when accelerated. Listen to brakes when they are applied. Squealing may indicate they need service or replacement.
- Look over the interior of car to make sure that it is clean and meets your satisfaction.

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## UNDERSTANDING INSURANCE COVERAGE



### LIABILITY

This type of insurance is required in all states except New Hampshire and Virginia.

### COLLISION

Collision insurance covers damage caused to your vehicle in an auto accident. You're covered whether you hit a car, a pole, a tree or any other nonliving/inanimate object. It doesn't matter whether the accident is your fault or someone else's.

### COMPREHENSIVE

Comprehensive covers damage to your car in some way other than a collision including fire, theft, vandalism, flooding, or hitting an animal. Most comprehensive policies also offer glass coverage.

### GAP

This type of insurance protects you when you owe money on a depreciated vehicle. In the event of an accident in which you've badly damaged or totaled your car, gap insurance covers the difference between what a vehicle is currently worth (which your standard insurance will pay) and the amount you actually owe on it.

### WHY DO YOU NEED THESE COVERAGES?

Because liability insurance alone does not cover damage to your car—only cars you hit. And gap insurance protects your financial well-being.

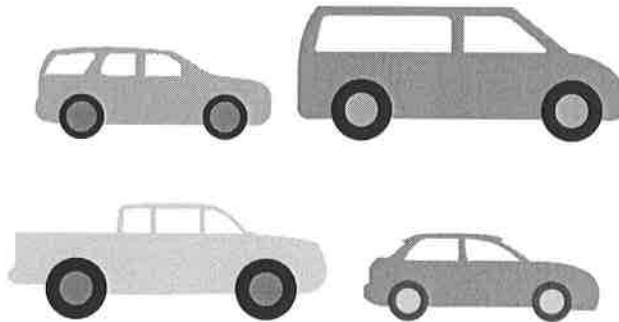
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## CARS WE FINANCE

We help clients choose the right car based on their income and family needs. Some of the cars that our clients have financed with us are listed below:



### COMPACT

Honda Fit  
Nissan Versa  
Toyota Prius c One  
Toyota Yaris iA

### SUVS, MINI VANS & CROSSOVERS

Chrysler Town & Country  
Dodge Grand Caravan  
Ford Escape  
Honda CRV  
Hyundai Santa Fe  
Hyundai Santa Fe XL  
Kia Soul  
Nissan Kicks  
Nissan Rogue  
Toyota Rav4  
Toyota Sienna

### MIDSIZE -- LARGE

Ford Fusion  
Hyundai Sonata  
Kia Optima  
Mazda MAZDA5  
Nissan Altima  
Toyota Camry

### SMALL -- MEDIUM

Ford Focus  
Honda Civic  
Mazda MAZDA3  
Nissan Sentra  
Toyota Corolla

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