

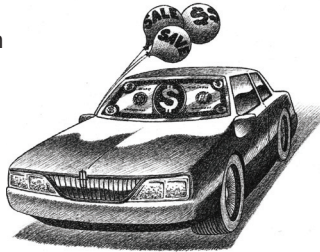
# Auto Buying

Save time and money when you buy your next car or truck.

Big businesses save money by negotiating fleet pricing on cars and trucks. Now union members can take advantage of these volume discounts through AFSCME Advantage Auto Buying and save time, money, and the tedious hassle of negotiating. It's volume pricing just for union members and families, exclusively through your union membership and Union Plus.

## Save hundreds or thousands of dollars

With AFSCME Advantage Auto Buying your discounted price is pre-negotiated on most new vehicles, typically just 2 to 3% over the dealer's actual invoice. Used car pricing is 4% over the dealer acquisition cost at auction, plus applicable dealer prep.



## Purchase with confidence

- Most new car buyers wonder whether they're really getting the best deal. With AFSCME Advantage Auto Buying you have a contract signed by the dealer, showing your discounted price, before you even walk in the door of the dealership.
- No pressure, no hassles, no haggling, no surprises.
- Buying more than one vehicle for your union? Cars, trucks or commercial vehicles? Tell them how many you need and watch the savings add up.
- Receive an additional \$100 rebate from Union Privilege on the purchase of a new union-assembled vehicle.
- Receive an additional \$200 rebate when you purchase a union-assembled green vehicle.

## Service you can count on

- AFSCME Advantage has partnered with Vehicle Advantage of Minneapolis to be the provider of Auto Buying services. Vehicle Advantage sells over 10,000 cars every year, negotiating fleet discounts for their Fortune 500 clients.
- Dealers with the highest Customer Service Index ratings are selected.
- The personal Vehicle Advisor guides you through the process, answers your questions and finds the car you're looking for at a dealer near you. No driving around for the color and features you want; your car is waiting for you when you reach the dealership . . . with no obligation to buy.

## Knowledge is power

Many car dealers try to keep customers in the dark as to what their actual costs are. With AFSCME Advantage Auto Buying, you'll walk in knowing exactly what your discounted price will be, guaranteed.

## There is no cost for the service

Save money by paying just 2 to 3% over the dealer's invoice. Get an additional \$100 or \$200 back for buying a union-made car. Keep all rebates and other incentives. And the final bill for this money-saving service? No charge — it's an exclusive free benefit provided by your union and Union Plus.

## Who's eligible?

All dues-paying union members, their immediate families and retirees are eligible for AFSCME Advantage Auto Buying.

## Availability

Available in all states.

## Cost

Absolutely free for dues-paying union members, retirees and their families.

## Program Advantages

- ★ Pay just 2 to 3% over dealer invoice on new vehicles
- ★ Pay just 4% over the dealer acquisition cost of a used car, plus dealer prep if applicable
- ★ Avoid the hassle of haggling over price; your price is guaranteed with no surprises or other add-ons, except additional dealer-installed options selected by the member
- ★ \$100 rebate on union-assembled vehicles
- ★ \$200 rebate on union-assembled green vehicles
- ★ Personal Vehicle Advisor guides you through the process, gets you your exclusive union discount and helps you locate the car in your area
- ★ Save on extended warranties, too
- ★ Savings also available on leased vehicles
- ★ All kinds of vehicles are included, from cars and trucks to RVs, SUVs, boats and motorcycles, even farm equipment
- ★ No cost and no obligation. Take a test drive and don't like the car? Walk out with a "thank you," not having spent a cent.

SE HABLA  
ESPAÑOL

**1-866-437-2336**

[www.afscme.org](http://www.afscme.org)

**Union  
Plus**  
Working For Working Families  
**Auto Buying**

# Questions & Answers

## Who provides auto buying services?

AFSCME Advantage has partnered with Vehicle Advantage of Minneapolis, one of the leading national providers of fleet discounts and auto buying services. Vehicle Advantage sells over 10,000 cars every year to large companies and other organizations. Their team of friendly professionals is experienced in negotiating low prices, locating vehicles with the color and features desired, setting up appointments for a test drive, and much more.

## How does the process work?

Union members can get started by visiting [www.afscme.org](http://www.afscme.org) or by calling **1-866-437-2336** from 8:30 a.m. to 5:30 p.m. EST Monday through Friday. Use organization ID **RU-502**.

By phone or online, indicate the vehicle and features you're looking for. The Vehicle Advisor locates the vehicle at a service-rated dealer near you, negotiates the discount and has the dealer sign a contract agreeing to that price. This service is available for both purchase and leasing.

Then take a test drive. Like the car? You have a signed contract guaranteeing you the discounted price. Don't like the car? There's no obligation. Want other features or dealer-installed options that weren't part of the contracted price? You'll receive a discount on those, too.

If you purchase a union-assembled new vehicle you will receive \$100 for purchasing a union-assembled car. Members receive \$200 for purchasing a union-assembled green vehicle.

## How much will I save?

Savings will vary depending on the type of car and features selected. Most buyers save hundreds. Some save thousands.

## Who gets to keep rebates and other special pricing incentives?

All special rebates, discounts and other incentives go to the union member.

## What if I like the car but don't like the dealer?

Contact your Vehicle Advisor. He or she will try to negotiate the same discount with another dealer close to you.

## Are trade-ins and financing still available? What about extended warranties?

All the usual options when purchasing a new or used car, including your trade-in, financing for purchase or lease, should be available to you at the dealer. (Normal credit requirements apply for financing.) Ask about special discounts on extended warranties.

## What kinds of vehicles are available through this service?

If you can drive it, AFSCME Advantage Auto Buying will help you get the best price. Cars, trucks, vans, boats, motorcycles, snowmobiles and more. AFSCME Advantage Auto Buying will even help you get discounts on dump trucks, farm equipment and other commercial and industrial vehicles.

## What if I actually order for a fleet? Can I save on multiple vehicles?

Your Vehicle Advisor will help you get a great low fleet price, no matter how many vehicles you need. An individual can save buying one car; a union can save even more buying 20.

## Does this program guarantee the lowest price?

We cannot guarantee that, at any given time, some dealer may not be selling a comparable vehicle for a lower price. We can guarantee that a special fleet price from AFSCME Advantage Auto Buying is a great way to get a low price on a new or used car or truck without the hassle of haggling and the time of driving from dealer to dealer.

## What if I already have a written offer from a dealer?

Include that information when you call or go online. Our Vehicle Advisors will try to meet or beat it.

## Are there any hidden charges?

No charges, no surprises, no hassles, no obligation. This is a 100% free service for union families.

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