How Driving Sense Works

Don't Pay For The "Whole" Car — Pay Only For What You Use!

Based on the term of the loan, a **Guaranteed Future Value** is established using industry-approved guidelines, similar to leasing. The difference between what you pay for the vehicle and the **Guaranteed Future Value** is used to determine the principal portion of your payment, which results in a lower monthly payment than conventional financing.

60-month Driving Sense example:

LOAN AMOUNT: $40,000

GUARANTEED FUTURE VALUE (GFV): $18,500

PAY FOR WHAT YOU USE: $21,500

Driving Sense is

$252.31

less per month!

Financing Option	Conventional Loan	Driving Sense
Term	60 months	60 months
Loan Amount	$40,000	$40,000
Monthly Payments	$723.02	$470.71*

*Payments 1-59 are $470.71 with a 60th payment of $18,500 (GFV). Payment example only. Your payment may vary. A one-time program fee applies and may be financed into the loan or paid upfront.

First Northern Credit Union
Leading the Way

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230 W. Monroe Street, Suite 2850
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Chicago Streeterville Branch
541 N. Fairbanks Court, Suite 120
Chicago, IL 60611

Rockford Branch
104 N. Show Place Drive
Rockford, IL 61107

Evanston Branch
1705 Sherman Avenue
Evanston, IL 60201

Learn more, or get a custom quote and see how much you can save when you choose Driving Sense

fncu.org/DrivingSense
(888) 328-8677 x351

Driving Sense™

Lease Alternative Financing

- A payment of up to 40% less
- Available on new & used vehicles up to 5 model years old
- Includes GAP coverage

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Driving Sense Advantages

You Own the Vehicle

Unlike leasing where the vehicle is titled in the name of the leasing company, with Driving Sense the vehicle is titled in your name. This offers you greater flexibility both during the loan and at loan maturity.

Low Program Fee

Driving Sense requires a program fee, paid up front or it can be financed into the loan amount.

No Security Deposit Required

Most leases require a down payment, often referred to as a "Cap Cost Reduction" – Driving Sense does not.

GAP Coverage Is Included

Don't pay extra for GAP Coverage. When you choose Driving Sense, GAP Coverage is included at no extra cost!

No Early Payoff Penalty

Because you own the vehicle you may pay the loan off, sell the vehicle, or use it as a trade-in at any time during the term of the loan – without any penalty. With a traditional lease these options typically come with a stiff "early termination" fee.

Mileage Options

You can select a 7,500, 10,000, 12,000, 15,000, or 18,000 miles per year option. The excess mileage cost is only $.10 a mile, unlike leasing which can cost up to $.25 per mile. End of term fees only apply if you exercise the "walk- away" option.

No "Back End" Surprises

You will not be exposed to any hidden expenses either during the term of the loan or at loan maturity if you elect to return the vehicle. Traditional leasing has an excess wear and tear clause that is not clearly defined. In contrast, Driving Sense clearly defines the vehicle return condition requirements.

No First & Last Payments Required

Many leases require the first and last payments to be made at the time of loan disbursement – Driving Sense does not.

Realistic Residual Value

Driving Sense uses standard industry residual values. The residual value is not inflated to arrive at an arbitrary lower payment. This means if you elect to keep the vehicle upon loan termination you will not have to pay an inflated price to pay off the loan.

Local Return Option

If you move during the term of a Driving Sense loan and elect to return the vehicle, your vehicle can be picked up from a mutually agreed upon location, anywhere is the U.S. Many leases require you to return the vehicle to the original dealership, and if you have moved you will be responsible for the cost of returning it.

Keeping Your Vehicle Is Easy

With traditional leasing, if you decide to keep your vehicle, you have to buy it out. Which means you'll pay tax, title and license on the vehicle you've been driving. With Driving Sense you simply refinance your balance into a conventional loan, no additional charges. It's already titled in your name.

Driving Sense Offers Payments Up To 40% Lower Than Conventional Financing

Eligible Vehicles

Future year, current year, and used vehicles up to five years old.

Financing Terms

24 to 72 months

Residual/Guaranteed Future Value

The residual is the projected value ofthe vehicle at loan maturity. Our program guarantees this residual – we call it the "Guaranteed Future Value." If your vehicle is worth less than what you owe on your loan at maturity, you can turn the vehicle in and "walk away."

Payments

The difference between what you pay for the vehicle and the residual value is used to determine the principal portion of your payment, which results in a lower monthly payment than conventional financing.

Options

At any time during your loan term:

- Sell the vehicle, pay the loan balance (including residual value) and keep any difference.
- Use the vehicle as a trade-in, and the loan balance (including residual value) is paid as part of the transaction.
- Keep the vehicle and refinance the loan balance (including residual value) as a used vehicle loan.

At loan maturity:

- Return the vehicle and "walk away" from the residual value.