Virtual Office Hours: Buying and Leasing Autos

With Theresa Popp Braun, Ed.D., AFC®, CEPF®, Regional Director - Midwest, AccessLex Center for Education and Financial Capability®
Please Note:

The information provided in MAX by AccessLex® events and other MAX resources is being made available to assist you in developing your personal financial strategy and is not intended as investment, tax or legal advice. You should consider whether the information is appropriate for your needs, and where applicable, seek advice from an appropriate professional advisor.
• Highest average new and used car sales prices
• Shortage of new cars (microchip shortage)
• Shortage of used cars
• Percentage of cars leased is down (year over year)
WHAT'S DRIVING YOUR DECISION?

- Transportation
- Monthly Expense
- Opportunity Cost
- Big Purchase
BUY OR LEASE?

1. HOW MUCH?
2. HOW LONG?
3. HOW FAR?
HOW MUCH SHOULD I PAY FOR A VEHICLE?
HOW MUCH? TO-DO’s

**STRATEGY 1**

- Personal financial analysis and vehicle research (price, maintenance, mpg, insurance)

**STRATEGY 2**

- Don’t share your monthly payment limit with your salesperson, and negotiate price as a purchase (even if you want to lease)
HOW LONG WILL I KEEP THE VEHICLE?
STRATEGY 1

• Determine the length of time you plan to keep the car

STRATEGY 2

• Assess your attraction to “new” (technology, design, colors, features)
HOW FAR WILL I DRIVE THE VEHICLE?
HOW FAR? TO-DO’s

**STRATEGY 1**
- Analyze your driving habits/needs

**STRATEGY 2**
- Analyze potential hazards to your vehicle
REGISTER AND LOG IN NOW:
AskEDNA.AccessLex.org
MAX COACHING

Access one-on-one financial coaching with our Accredited Financial Counselors (AFC®s) to assist you in developing your personal financial strategy.

We make sure you understand your options fully and know what steps to take next.

SCHEDULE A MEETING: AskEDNA.AccessLex.org
AccessConnex
by AccessLex™

A Free Student Loan Helpline

FREE on-demand, one-on-one financial aid and loan repayment counseling to aspiring and current law students, and graduates.

SPEAK WITH AN EXPERT: 1-844-755-HELP

SCHEDULE A MEETING: AccessLex.org/AccessConnex
THANK YOU!

REGISTER AT AskEDNA.AccessLex.org