

10

secrets on
how to get a
new car

even with bad debt





Hello, I'm Con and I'm here to tell you that buying a brand new car doesn't have to mean saving up for months (or even years) for a deposit. It doesn't mean you have to have the perfect credit score or zero debt.

Finding a brand new set of wheels - whether it's to take the kids to school, drive to work or just go on weekend trips away with friends - doesn't have to involve the hassle of car dealerships and big banks.

If you've been turned away when looking for car finance in the past - don't lose hope.

We've created a solution that doesn't focus on every single financial mistake or blunder you've ever made. We look at who you are today.

At RentBuyIt, we help people just like you find a car - even if you've previously been locked out of conventional vehicle finance options.

Know where to look

For the majority of people, the first step to owning a new set of wheels involves browsing online for their perfect vehicle or going into a dealership showroom to see their options in person.

Not many of us can afford to pay for a new (or even a used) car outright these days, so the next step involves researching your car financing options.

Comparing car loan options can be confusing and daunting - especially if you've never done it before.

You'll need to look at:

- **Interest rates:** both the advertised rate and comparison rate.
- **Fees:** such as application fees, monthly fees and early exit fees.
- **Features:** including the ability to make extra repayments and pay off the loan early.
- **Loan term:** usually between one to seven years.
- **Loan type:** secured or unsecured.
- **Lender type:** this is typically a bank, a finance broker, a peer-to-peer lender, a car manufacturer or a dealership.

Once you've found your dream car and your loan, you now have to get approved for the loan.

Did you know that even if your credit history isn't terrible, some banks and lenders still won't approve you for a car loan? The reasons are endless. You might not have enough of a deposit saved up, or they might not like that you're casually employed.

That's where knowing where to look comes in.

Even if you've got your finances in order today, if you have a low deposit or a blemish on your credit score, going to the big banks or to dealerships for car financing probably isn't your best option.

At RentBuyIt, we offer a wide range of new and used vehicles with flexible terms ranging from 3 to 5 years, and no balloon payments at the end. In fact, you can drive away in your new car with as little as a \$1,500 deposit.

At RentBuyIt we do credit checks to comply with our Responsible Lending requirements. However, we understand that the landscape of the workforce has changed. Many families have multiple incomes and individuals may be working two jobs on a part-time or casual basis.

We try to assist people in this category by carefully looking at their current financial situation rather than intensely focusing on your past.

***Book a call with us today
to find out how RentBuyIt could
be your best option when
looking for a new set of wheels.***



Know that your personal circumstances count

So you've got a little debt, are in casual employment or have had financial problems in the past. Does that mean you should be held back from getting the car you need?

Most people who come to us for help finding a vehicle are confident that they now have their finances under control, and can afford the weekly payment to secure their new vehicle. They are currently working, and are paying their rent or mortgage payments on time.

So why do they get shunned by lenders and banks?

Well, the answer is simple:

Lenders and banks don't look at your whole current financial situation. They also focus on your past credit history.

They see that you failed to pay a couple of bills a few years ago and count that as a red flag.

Does it matter that this was just a blip? No.

Do they care that you're on top of your finances now? No.

At RentBuyIt, we look at your unique circumstance right now - not just your credit score.

Then, we assess your current position to determine whether you could reasonably afford to pay the weekly or fortnightly payments.

And if you can (which we're sure you will) you get to keep your car at the end.

Sounds easy, right? It is.

Understanding that your personal circumstances might still qualify you for a new or used vehicle is important. Whether you've gotten declined for finance in the past or not, chances are, we can help you find a vehicle that you can afford - No Worries!

Don't get disheartened if you don't have a huge deposit, or are a new ABN holder. Don't be put off if you have some historical credit defaults, or only have casual employment at the moment. Head to our website and browse our entire range of vehicles at RentBuyIt today and find a car to take you through the rest of 2022 with a smile on your face.

Improve your loan affordability

To improve your chances of getting approved for a RentBuyIt car application, trying to wrap up or even just streamline your other outstanding loan commitments is one of the best things you can do.

Of course, this isn't always possible or easy. But whether you have payday loans or larger debts - having other outstanding financial commitments could stand in the way of you getting another loan because it lessens the amount you can afford to repay. In short, your car weekly or fortnightly repayments will be more affordable because you'll have fewer repayment responsibilities overall.

Another important action to take is to minimise or stop any dishonours or direct debit payments in place from your bank accounts before applying for credit, as this can have a negative impact on your application.

Need a new car? Book a call with us today to find out how RentBuyIt could get you on the road in a set of wheels you love.

Pay a higher deposit, if you can!

This is no secret, but wherever you look for car financing, you'll almost always need to come up with a deposit first.

Now, we know that coming up with \$5,000 or even more just isn't feasible for many customers.

But does that mean that you don't deserve to drive around in a practical, reliable car? Absolutely not.

The main benefit of paying a higher deposit amount is that your repayment amounts will be lower each week or fortnight. That's all well and good, but some car dealerships ask for a 20% deposit, which just isn't possible for most people - even if you have a full-time job.

Our deposits across most of our range start at \$1,000 for most mid-sized used cars and \$1,500 for most mid-sized new cars.

Already got your eyes on one of our vehicles? Chat to our friendly team today and discover how easy car ownership really is with RentBuyIt.

We're offering a free, 10 minute phone consultation to all customers who downloaded this ebook.

And no, it's not a sales pitch from a suave car salesman. It's just a friendly chat about what we offer.



Look out for balloon payments

When you're looking for a new car but have debt, it's easy to accept the first loan you're offered.

In fact, a lot of people get roped into car financing that involves a balloon payment because they didn't check the fine print or truly understand what it can involve.

Put simply, a balloon payment is a one-off lump sum that you agree to pay your lender at the end of your car loan's term. Because balloon payments will typically account for a large proportion of your car loan's balance, they can reduce your loan repayments. It's called a balloon because it's a large, inflated payment in comparison to your other loan repayments.

Some car loans ask for up to a 50% balloon payment at the end of the loan term which, for many people, is an unrealistic amount of money to come up with all at once.

At RentBuyIt, we think that balloon payments only make it harder for customers to own their own vehicle in the long run. That's why, on every single new or used vehicle, we NEVER add a balloon payment and the end.

So how does it work at RentBuyIt?

It's simple: You pay your weekly or fortnightly amount to us and the car remains in our name.

Then, once you have paid off your instalments, YOU own the car. We never ask you to pay off a lump sum at the end. Your final instalment is the same amount as your other instalments and, once you've paid it, the car is yours by simply supplying us with a current roadworthy certificate and paying any statutory costs (like stamp duty) to the relevant road authority in your state.

Got more questions?

Book in for a free 10 minute consultation with one of our friendly team members who will talk you through your options and help you decide what to do next.



Find an option that allows you to pay early without penalty

When you're looking for a new car but have debt, it's easy to accept the first loan you're offered.

So, you've decided to buy a new car on finance. You're paying your monthly payments over a five year period. In year two, you get a bonus at work. Now you can pay off a lump sum to cover what you owe on the vehicle and are free to exit the loan, right? Wrong.

Some lenders charge an early exit fee if you pay off your loan ahead of schedule. Although it sounds crazy, this fee typically exists because paying off your loan early reduces the total amount you pay in interest, and lenders want to secure some sort of compensation in its place.

Some lenders also charge a fixed interest rate, meaning that you'll pay the same amount in interest no matter how quickly you pay off your loan.

From our experience, we find that this only ever stands in the way of customers being able to own their own vehicle.

That's why we allow every single customer to pay off the remaining balance on their vehicle without incurring any penalty whatsoever.

Got more questions?

Book in for a free 10 minute consultation today and start getting closer to your dream of owning a brand new vehicle.



Compare your options

Finding the perfect car for your needs can be hard - especially if you have debt on your record.

But did you know we have a huge range of vehicles to suit a whole range of price points?

Whether you're a business owner, a young professional or have a large family, there's something for everyone.

Our best tip is to write down what you need now and what you'll need in a few years. If you have a growing family, it's important to consider the space you'll need down the track. Do you need an SUV or a van? Are you looking for lots of boot space or something more nifty?

Comparing your options and planning ahead will help you find the perfect set of wheels to last you well into the future.

Stop by the RentBuyIt showroom today to see what we have to offer.

Read all paperwork before signing

At RentBuyIt we believe that, even if you've made a poor financial decision or two in the past, it shouldn't stop you from having a car to get around in.

Maybe you're just starting out as a new business owner and can't get approved for a loan by the big four banks. Perhaps you've only been employed for a few months and have been rejected by your local car dealership.

Whatever situation you're in, reading the paperwork before entering into a vehicle repayment agreement is always a good idea.

So what should you be looking for?

Insurance

Depending on the type of loan you've decided to go with, the lender might want you to also submit paperwork showing you've purchased comprehensive car insurance. The lender might also request information about the car itself including the registration number and VIN as well as its purchase price.

At RentBuyIt, it's compulsory to have Full Comprehensive Insurance on your vehicle at all times throughout the term of the contract. All our customers have access to our fleet insurance scheme that is underwritten with a large and reputable Insurance company. We can quote all insurance premiums once we have your personal and driving details.

Extra costs

Knowing what your agreement includes is crucial if you want to avoid being stung unexpectedly with extra costs. Some car financing options include capped-price servicing and some don't. Some include registration and some don't.

Other fees sometimes included in car loan agreements are:

- Origination fees – charged by a lender for processing a new loan
- Establishment fees – a one-off upfront fee for setting up a car loan
- Monthly account-keeping fees – what it costs to manage your account every month
- Statement fees – the cost to have your statement sent to you
- Late payment fees – the charge for late repayment
- Early termination fee – if you pay off your loan early, the lender may charge a fee

At RentBuy It, we keep it simple: You are required to cover the maintenance on your vehicle (excluding capped-price servicing offered on any new car), along with vehicle registration renewals, fuel and tolls. Easy.

Want to know more about the types of vehicles we have on offer? Keen to understand more about our process?

Schedule your free 10-minute phone consultation today with one of our friendly team and get one step closer to getting your dream wheels.

Speak to a specialist

Getting a new car even if you have bad debt can be hard. That's why speaking to a specialist isn't just recommended, it's 100% necessary.

When you read online articles or browse forums, you'll rarely get the tailored advice you need for your unique situation.

When you chat to one of our team about getting a new vehicle, we'll talk you through the entire process so that everything is crystal clear and you have nothing to worry about.

If you're interested in proceeding to an application, we'll ask you for the following:

- Driver's licence
- Medicare card
- 3 months of bank statements
- Pay slips or ABN details
- A utility bill or
- Lease (rental) agreement or council rates notice
- Work contact name & phone number
- One page application form

Above all, we just want to assess whether we think you can comfortably afford the repayments on the car. If we think you can, you can browse our range of brand new and used cars at your convenience and apply online.

Schedule your free consultation today

with our specialist team. We can't wait to hear from you!

Try improving your credit score

Banks and other lenders will check your credit score and decide if you pose a reasonable risk for their business when they lend you money. If you have a low credit score due to a historical default or two, they may decline your application because you pose a higher risk.

There are, however, steps that you can take to help improve your credit score over time, including:

- Making sure any existing loans are up to date.
- Paying your bills and rent or mortgage on time.
- Limit how many applications you make for credit
- Check the accuracy of the information on your credit file
- Paying an old outstanding debt off as soon as you can.

Following these points will help improve your credit score over time, so you'll be more likely to be approved the next time you apply for a loan or credit.

Need to know whether you're in a position to secure a car from RentBuyIt? Chat today with our specialist team. We look forward to helping you!