

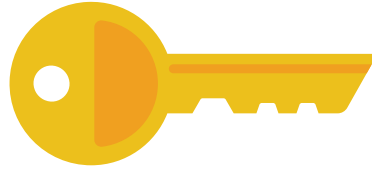
Loan **BASICS**

BROUGHT TO YOU BY



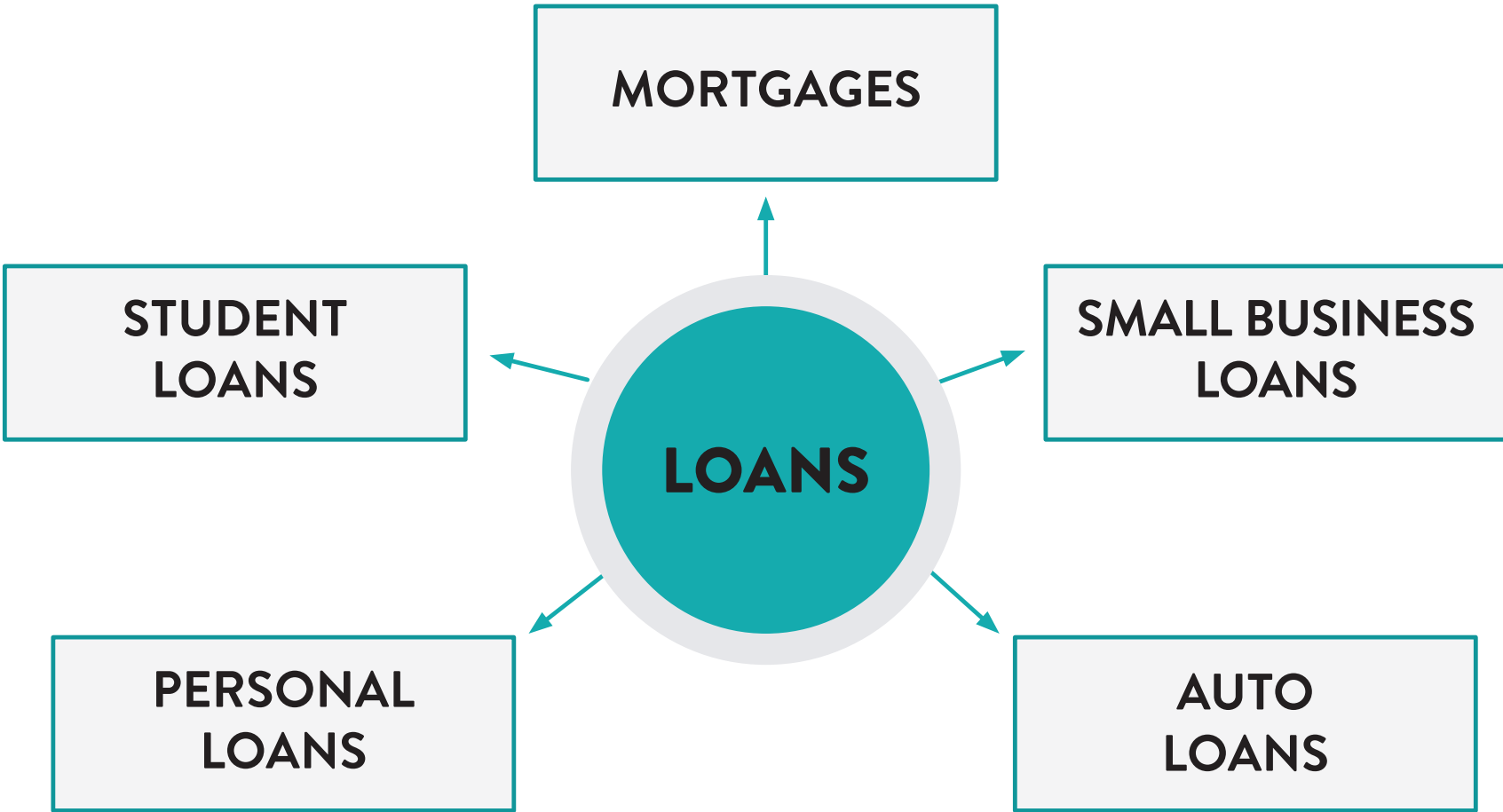
Exceptional Banking. Exceptional Service

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**MONEY
THING®**



**Loans are the gatekeepers to
some of our biggest goals.**

They help cover large purchases that
people generally can't afford upfront.



Loan

TERMINOLOGY

\$5,000

Principal

The amount of money borrowed on a loan.

(It can sometimes refer to the amount of debt, exclusive of interest, remaining on a loan.)

4.99% APR

Interest

48 months

Term

\$5,000

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Interest

The amount charged by a lender to a borrower for the use of the money.

*(Often shown as an **Annual Percentage Rate (APR)**. The APR represents the yearly cost of the loan, including fees.)*

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Term

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Term

The time period in which you agree to pay back your loan.

Secured vs. Unsecured
LOANS

Loans can either be secured or unsecured, depending on whether or not they're protected by **collateral**.

Collateral is something valuable that the lender can seize as a form of repayment if the borrower **defaults** on his or her loan.



Property, vehicles and investments are all common forms of collateral.

SECURED LOAN

- Requires collateral
- Tends to have lower interest
- Usually longer term

UNSECURED LOAN

- No collateral required
- Tends to have higher interest
- Usually shorter term

Ways to lower your
INTEREST RATE



SECURE YOUR LOAN

Secured loans tend to have lower interest because they're less risky to the lender.



ONLY BORROW WHAT YOU NEED

*The more you borrow and the longer the term,
the higher the interest rate will be.*



BOOST YOUR CREDIT SCORE

Higher credit scores qualify you for lower rates on your loan.



KNOW WHAT LENDERS LOOK FOR

Things like a solid employment history, no outstanding debt and a good relationship with your financial institution can all help.



GET A CO-SIGNER

If you default on your loan, your co-signer takes on the debt as if it were their own.

Fixed vs. Variable

INTEREST RATES



In a **fixed-rate** loan, the interest rate stays the same throughout the entire term of the loan.

A **variable-rate** loan is based on a chosen index, so it changes throughout the term of your loan.

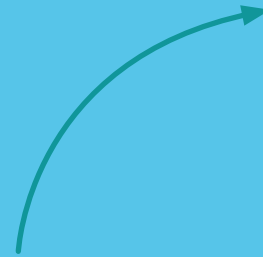


The index is a benchmark that reflects changes in the national economy.



INDEX





If the index goes up,
so does your rate.



If the index goes down,
so does your rate.





Meanwhile, the fixed rate stays the same.



FIXED RATE

- Stays the same throughout the entire term of the loan
- Tends to have **higher interest** to counter the effect of rates rising in the future
- Consistent and **easier to budget for**





VARIABLE RATE

- Changes over time and is based on a chosen index
- Tends to have **lower interest** since the index is likely to go up over time
- Unpredictable and **harder to budget for**

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Sources: Investopedia, Wise Bread

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