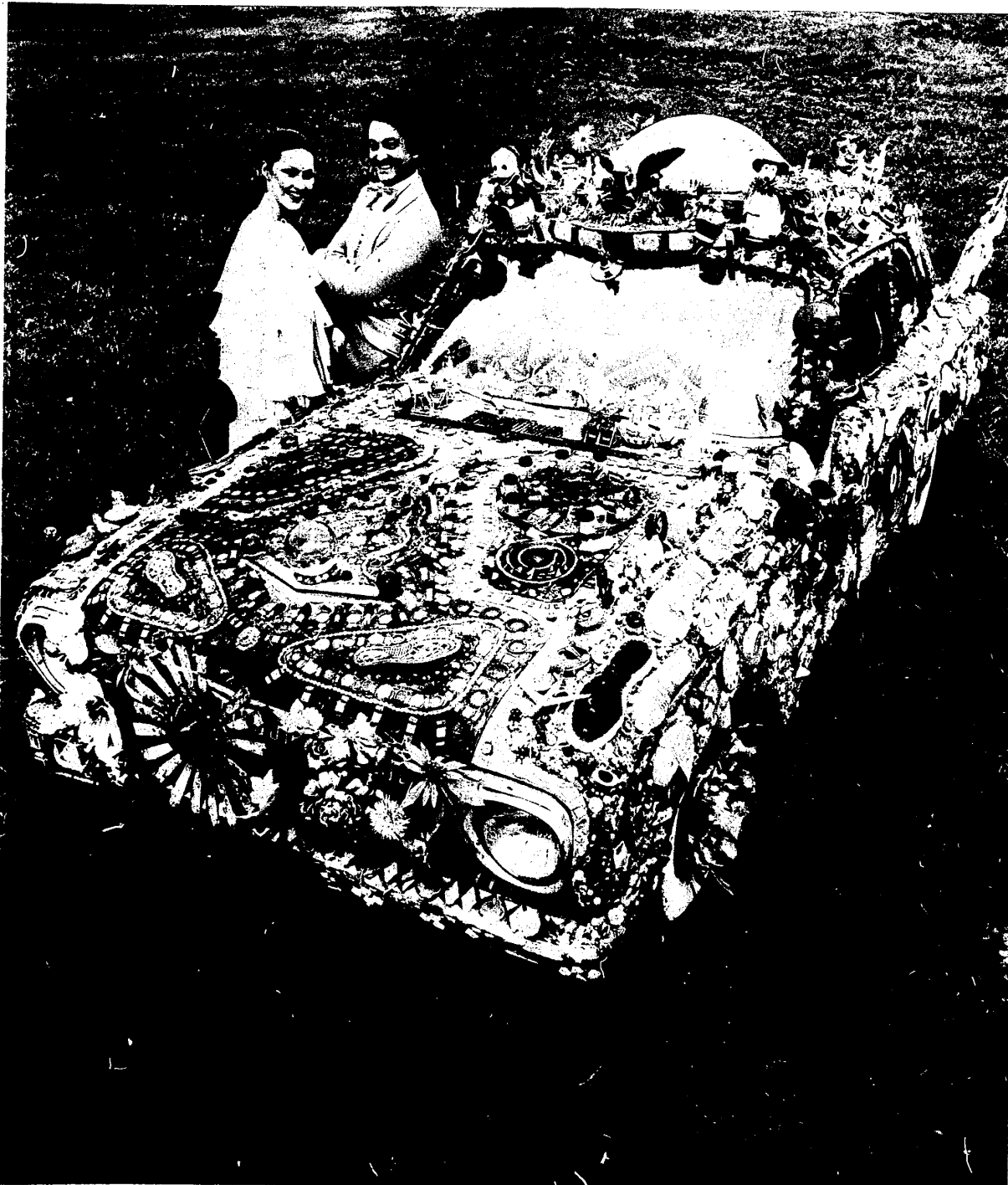


# Our unusual car loan.

[Offer expires May 31st.]



### What's so unusual?

There are a lot of very usual new car loans out there. What makes our 9.75% (annual percentage rate) loan **unusual** is the money it can save you in finance charges every month. (See comparison chart).

SAMPLE: \$6,000 Car with 25% Down for 36 Months

Finance Charge Annual % Rate	36 Monthly Payments	Monthly you Save With 9.75%	Total Saved
9.75%	\$144.68	—	\$101.18
11.08%	\$147.49	\$2.81	\$168.84
12.83%	\$151.24	\$6.56	\$236.16

### What's the offer?

From now until May 31st, we're making our 9.75% 36-month auto loan available to anyone (we're an equal opportunity lender) with approved credit who opens a checking or savings account with us—or already has one at the time of the loan application.

### What's the alternative?

After May 31st, you will need to have been an active customer of the bank for at least 30 days prior to your application. So if you're thinking about a new car loan, think about seeing us by May 31st.

### The long and the short of it.

We realize your financing needs may be different than your neighbor's. That's why we offer you a wide range of loan payment plans: 12, 24, 36, 42 and 48 months. (Note: For more than 36 months, the 9.75% rate does not apply.)

### What does it all add up to?

We want to get you into that new car easily, quickly, and at the lowest possible cost. If you haven't come to us for a loan before, you might find that attitude a bit unusual.

If you live or work around Southfield you're worth more at our bank.

