



MORE TOYOTA FOR LESS

- More Toyota for your money
- Lower monthly payments
- Lower up-front costs
- Drive a new Toyota more often
- Guaranteed future value
- GAP insurance included

MORE value. MORE peace of mind.
MORE Toyota.

QUESTIONS AND ANSWERS

QUESTION:

What is the allowable mileage on an EasyDrive lease?

ANSWER:

The standard EasyDrive lease allows for 15,000 miles per year. For customers who drive more miles, additional mileage can be purchased at a very competitive rate of 18 cents per mile. Lessees who regularly drive fewer miles can opt for a 12,000 mile lease, resulting in even lower payments. It is important that you choose an annual mileage limit that is sufficient to meet your driving requirements.

QUESTION:

Who is responsible for maintenance on the vehicle?

ANSWER:

All new Toyota's now come with standard maintenance coverage for the first two years. As the lessee, you are responsible for your vehicle's maintenance during the term of the lease at intervals recommended in the owner's manual.

QUESTION:

Can I trade in my lease vehicle for a new Toyota before the end of the lease term?

ANSWER:

Absolutely. As a valued Toyota customer, we will assist you with your future Toyota driving needs at any point during your lease term. However, if you terminate your lease before its maturity, you may have to pay an additional charge. Details of early termination are outlined in your lease agreement.

It's time to take the next step toward your new Toyota lease. All you have to do is visit your nearest Toyota dealer, decide which Toyota is right for you, and ask about leasing with Southeast Toyota Finance. Drive the new Toyota of your dreams today!

QUESTION:

Why use the EasyDrive lease from Southeast Toyota Finance?

ANSWER:

Leasing from Southeast Toyota Finance on the EasyDrive Lease program combines affordability with flexibility for a driving experience that's second to none.

QUESTION:

How long will the lease last?

ANSWER:

The EasyDrive lease program typically offers terms from 24 to 48 months. You determine the term which is best for you based on how long you'd like to drive your car and the monthly payment amount. Longer leases typically have lower payments.

QUESTION:

Isn't insurance more expensive on a lease?

ANSWER:

Not necessarily. Just as with a regular finance contract, you are responsible for maintaining insurance on the vehicle at all times during the term of the lease. Most lessees find that they already have the required coverage limits of \$100,000/\$300,000/\$50,000 on their existing policies.

QUESTION:

What are some of the benefits of the EasyDrive lease?

ANSWER:

LOWER MONTHLY PAYMENTS

Because you are paying only for the value of the vehicle you expect to use during your lease (plus a rent charge, taxes and fees), rather than the total value of the vehicle, leasing payments can be significantly lower than traditional financing payments for the same number of months.

MORE VEHICLE FOR YOUR MONEY

Lower payments make driving a more expensive vehicle more affordable.

DRIVING A NEW VEHICLE MORE OFTEN

Leasing typically has a shorter term (number of months) than if you finance, allowing you to drive a new vehicle more often.

EXCESS WEAR AND USE GUIDELINES

When you prepare to return your leased vehicle, it is essential that you have an understanding of the difference between "normal" and "excess" wear and use. Excess wear and use could represent additional charges for you if repairs are not made prior to turning in your vehicle.

Normal wear and use is defined as the reasonable wear a vehicle undergoes as a result of standard operation. Excess wear and use goes beyond the normal operation of a vehicle and includes wear resulting from neglect, damage, poor maintenance and abuse. Excess wear and use vehicles usually have: damaged mechanical or electrical parts, missing equipment, damaged frame, tears, burns, cracked glass, dented body parts, or heavy stains. Vehicles that have been repaired using inferior parts or with poor workmanship will also fall in the excess wear and use category.

If you find evidence of excess wear and use after evaluating the condition of your vehicle, we recommend that you have your vehicle repaired. Repairing your vehicle will help you avoid unnecessary wear and use charges. And, you may be able to file a claim with your insurance company for repair expenses. If you are unsure as to whether or not your vehicle has sustained excess wear and use, call Southeast Toyota Finance customer service.

In addition, if the mileage on your vehicle exceeds the total mileage amount stated on your Southeast Toyota Finance contract, you will be responsible for paying the cost of each mile in excess of the contractual amount. The per-mile cost appears on your original contract. Please note that excess mileage is not the same as excess wear and use.

understand the difference

