

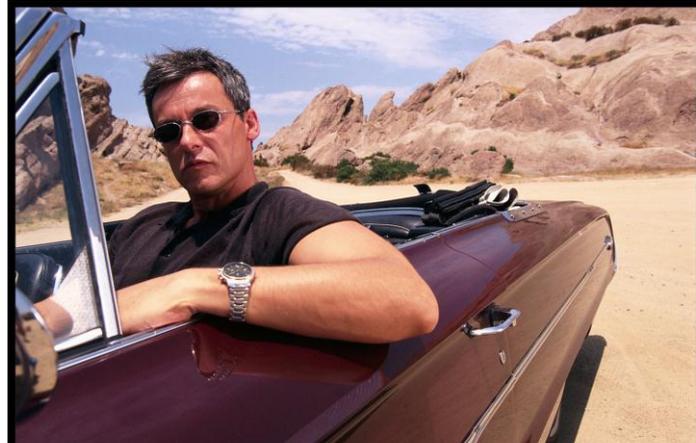
The First Four Steps

Deciding on your Budget



1

When deciding on how much you can afford to spend, be sure to include the upkeep costs. Things like: gas, registering the vehicle where you live, regular maintenance, repairs and auto insurance.



Preliminary Research



2

Research to determine what type of car you want to purchase. This usually involves things like; curb appeal, personal preferences, features and accessories, how long you want the vehicle to last. Have a short list of cars that meet all your criteria

Decision Time



3

Once you have found a vehicle that meets all your requirements get the VIN# and order a Vehicle History Report. (Some dealers offer this at no cost.) You will receive critical information such as: Does it have a clear title? Has it been salvaged? Involved in an accident? How many times has it been sold? And has it had a recall?

Serious Research



4

Research in depth all the vehicles on your list.

- Safety Records
- Maintenance Costs
- Comparison Reports
- Gas Mileage
- Depreciation

Private Party or Dealer?

First and foremost, whomever you purchase from check them out!

DEALER: Are they reputable, be wary of internet scams, were they recommended, are they CAA approved, are cars inspected and performance tuned?

PRIVATE PARTY: Do you know them, can you trust them, were they recommended, is the location convenient and safe, be wary of Internet scams

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The Do's and Don'ts of Negotiating

Don't negotiate against yourself



Don't worry! Worry causes irrational decisions. Look for options in which both parties win. Being patient and listening creates better understanding and logical decision making.

1

Don't bargain over positions



Instead of digging in your heels and drawing a line in the sand (your position) identify your goal. A goal can be reached in a variety of ways. Leave yourself room to bargain.

2

Do separate yourself from the goal



Buying a car is emotional and emotion clouds objectivity. Engage in the negotiation while maintaining your independence. (Remain emotionally *uninvolved* and keep your ducks in a row)

3

Do insist on using acclaimed standards



Check consumer report websites and resources for research. CarProof provides vehicle info on possible accidents. Outside data, from either party, is questionable.

4



Helpful Resources

- www.caa.ca
Driving Costs Brochure
- www.auto123.com
Car Reviews & News
- www.consumerreports.org
Product Review & Ratings

Buyers Check Lists

Price Check List: Make sure you know the final price

- Does it include taxes
- Are there any additional fees
- Does the price include a warranty or guarantee
*Recognize VALUE over inexpensive

Car Examination Check List:

- Tires – worn evenly, same brand, same size
- Underneath – engine off and on – fluid leaks
- All doors/including trunk – open and close securely, lock and unlock inside and out
- All lights operating in/out, brake, turn signal, interior, head and tail lights
- All controls operate, AC/Heat work, Radio
- Open hood and listen: any knocks or hissing

Car Test Drive Check List

- Steering wheel vibrate, front end shake, shimmy
- Vehicle drives straight no pulling
- Brakes firm not soft and smooth when applied