

# New Car Checklist

By Taylor Peterson

- ☐ Shopping and Comparing
  - ☐ Gather general new vehicle buying information.
  - ☐ Decide the budget for your new car.
  - ☐ Learn about a vehicles' fuel efficiency.
  - ☐ Check to see what incentives and rebates are available on the car you want to buy.
  - ☐ If you are financing the car, use the payment calculators to determine the monthly payment for the car you want to buy.
  - ☐ Visit dealerships.
  - ☐ Test-drive all the cars you are considering buying.
  - ☐ Call the salesman to negotiate the best price of the car you want to buy.
  - ☐ Once you've reached a good price, get a worksheet showing all the prices, taxes and fees.
  - ☐ Bring your worksheet with you to the dealership so you can compare these numbers to the figures on the contract.
- ☐ Test Drive
  - ☐ Prior to test drive, make a list of the trade-offs you may be willing to make.
  - ☐ Make an appointment with a salesman to make sure they have at least one car model that you want to test on the lot.
  - ☐ Make sure you have photocopies of your driver's license and proof of insurance.
  - ☐ Never surrender your driver's license - give a photocopy if you're asked.
  - ☐ Always try to test-drive a version that is as close to what you want as possible.
  - ☐ Ask the salesman to demonstrate the vehicle's features before the drive.
  - ☐ Check the size of the trunk.
  - ☐ Sit in every seating position.
  - ☐ Enter and exit the vehicle, ensuring that you can do so easily.
  - ☐ Test the car in the same environments in which you will drive it.
  - ☐ Concentrate on the smoothness of the ride.
  - ☐ From the driver's seat, check visibility.

- ☐ Check if the steering is responsive.
- ☐ Hit the brakes.
- ☐ After the drive ask for the salesman's card -if you do decide to return and negotiate, it should be with him.
- ☐ Buying a Car
  - ☐ Negotiate terms.
  - ☐ Be familiar with your rights and responsibilities when leaving a deposit and signing a bill of sale or offer to purchase.
  - ☐ Be familiar with all costs associated with the purchase.
  - ☐ Read and understand the contract completely before signing.
  - ☐ Inspect the car for dents, dings and scratches before taking final delivery.
  - ☐ Know the extra fees you don't have to pay when buying a new car.