

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.