New Car Checklist

Created: 12/25/2011

# Tasks:

☐ **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.**