



CHECKLIST - First Things First

- You will have to give the dealer your license so they can make a copy for their records and your safety. Upon your return ask for the copy to be destroyed or take it with you.
- Test drive the exact model or models you have discussed with your salesperson. If you are looking to spend \$19,000 on a new sedan make sure you are driving that one, not the L or LS model which might be significantly more expensive. Your salesperson can discuss the upgrades with you either during or upon your return from your test drive.
- Bring a friend, preferably another female, to be the designated test drive passenger (they too have a responsibility). Have them take photos or notes so you are free to concentrate on the drive and how the car functions. In fact, your passenger can hold the checklist and pencil in your comments. Don't hesitate to let your sales associate drive too, this way you can evaluate the comfort and amenities from the passenger's perspective.
- Twenty minutes is the average time a dealer allots for each test drive; you may need or want more. This is no problem; just let your associate know in advance.

Before You Leave The Dealership			
Car Buying Checklist Items		Check	Comments
1.	Walk around the vehicle with your sales associate; ask questions about the exterior such as: "Are there any upgrades or new innovative features in this model?" Your salesperson's enthusiasm during this "walk around" will be contagious!	<input type="checkbox"/>	
2.	Does the overall look of the car and the color say "That's me?" Is there another color you feel is more suitable and do they have it in stock? You may love green for your T-shirt but for your car, maybe not! The color you choose, depending on where you live, can have a bearing on your choice. Did you know that in a hot climate, a black car will be at least 10 degrees hotter inside when parked outside compared to a white	<input type="checkbox"/>	
3.	Is it easy to get in and out of? If you are the driver make sure you can effortlessly maneuver yourself in and out. Think about how you are dressed and your footwear. Some outfits and shoes require a little more finesse when entering or exiting a SUV or truck for instance, so keep that in mind.	<input type="checkbox"/>	
4.	Is the upholstery choice cloth, leather, faux leather? Do you have children who like to eat in the car and possibly fling a sippy cup now and then? Does the "leather" breathe? Will it clean easily?	<input type="checkbox"/>	

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5.	Are the seats comfortable ? Check the leg room and head room. Maybe you are five feet two inches but your boyfriend is six foot six. Find a tall guy at the dealership and ask him to sit in the seat to verify the head room.	<input type="checkbox"/>	
6.	Do the seats adjust to your liking? Remember that the minimum distance between your chest and the steering wheel should be ten inches but eighteen inches is recommended. Is the head restraint in a good place for you? If not, adjust it for the test drive.	<input type="checkbox"/>	
7.	Are the seat belts comfortable? Ask your friend in the back seat if hers is. Are the seatbelts easy to pull to the right three point safety requirement?	<input type="checkbox"/>	
8.	Ask your associate, if you don't know already about the placement of the safety air bags and the SAFETY check ratings.		
9.	Check rear view mirror for visibility and ease of adjusting.	<input type="checkbox"/>	
10.	In addition to the mirrors, check for general visibility in the driver's seat. Are there any "blind spots" that would make you uneasy changing lanes?	<input type="checkbox"/>	
11.	Check side mirror adjustments. Anything awkward, too big, or too small?	<input type="checkbox"/>	
12.	Are the pedals and the steering wheel in a good placement? If manual transmission, is the gearshift easily accessible?	<input type="checkbox"/>	
13.	Is the dashboard easy to reach without taking eyes off the road? Are the knobs in a stack in the middle? Do you have a safe reach with your right hand and arm? Push button, touch screen?	<input type="checkbox"/>	
14.	How does the sound system sound? Change channels, check to see where your charger would go, and how it accommodates your iPod or favorite CD.	<input type="checkbox"/>	
15.	Is a navigation system part of your package? Bluetooth for hands free dialing, voice activated commands, OnStar or similar, Sirius or similar? Back up Camera? Is it part of the navigation package? Can you get just the backup camera?	<input type="checkbox"/>	

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16.	How easy is it to get in and out of the backseat ? Try the same in and out agility testing as the passenger and driver. Are there grab handles? Dry cleaning hooks? Rear climate controls? Cup holders or even an armrest that has a pass through and more goodies inside the armrest?	<input type="checkbox"/>	
17.	If the car is a convertible , how easy is it to open and close the top? Have the sales associate show you how to operate and then you do it. Test drive with the top up and then down. Too noisy or too much hair blowing?	<input type="checkbox"/>	
18.	How many child safety seats will fit, if that is applicable? If you are planning on having more children or grandchildren, will the backseat accommodate various sizes and makes of child safety seats and like products?	<input type="checkbox"/>	
19.	Is the cargo area ample for your lifestyle? You should have a mental list of the items you might want to transport, vacation with or need for sports and children, or even a wheelchair when needed for aging parents or injured family members.	<input type="checkbox"/>	
20.	If there is an open cargo area , is there a cover? Is there a safe place to store your purse under the rug or in the spare tire well when you are parked for long periods of time?	<input type="checkbox"/>	
21.	Do the back seats fold to increase trunk/cargo space ? If you are a skier for instance, can they fit top to bottom using the pass through spot or along the passenger seat side? If you surf, check the roof to see if racks can be purchased aftermarket to accommodate your board(s).	<input type="checkbox"/>	
22.	Is there a full spare tire or donut tire (small inflatable tire that gets you approximately ten miles)?	<input type="checkbox"/>	
23.	Are there tools to fix a flat? Whether you would fix the flat yourself or get some help, the proper tools are needed	<input type="checkbox"/>	
24.	Is there a First Aid Kit ? A first aid kit is not standard in all makes, but I suggest having a well-equipped safety kit in your car based on your geographical area, medical needs, climate and driving habits	<input type="checkbox"/>	

