



Buying Your Vehicle

You've found the car, worked out the details of financing, insurance, warranties and maintenance. But, before you sign on the dotted line, here are a few pointers.

1.	Have you checked for manufacturer or dealer offers and promotions, which might further bring down the price of the car?
2.	Is your timing right? Remember, some of the best times to buy a new car include the end of the month, year-end, and at the time new models are being introduced
3.	Have you decided whether to lease or buy?
4.	If you will need financing, have you shopped around for competitive loan rates and obtained pre-approval?
5.	Have you shopped around for the best insurance price?
6.	In arranging the purchase, have you: Agreed on a formal purchase price for the vehicle which includes the cost of all the options you want? Researched to find out if any trade-in price being offered by your dealer is satisfactory? Proofread the bill of sale to ensure the amount is what you agreed upon? Additional costs for taxes, licensing, registration and certain financing fees may be fair; however discuss such acronyms as ADM (Additional Dealer Mark-up), ADP (Additional Dealer Profit), or MVA (Market Value Adjustment). Once you get them spelled out, you may find they can be reduced or waived completely. Also watch for Freight and Dealer Preparation Fees (DPF). Often, these are already included in the purchase price of your vehicle in the factory invoice. Made sure you're not paying for extras you don't want or need, such as rust-proofing and fabric treatment?
7.	If your car is a special order, have you checked that the written document specifies exactly what you've ordered; and that it states clearly that your deposit will be refunded if the vehicle delivered does not conform to your order?
8.	Have you read and understood every word of your contract?
9.	Have you got everything pertaining to your agreement in writing? Including the final sales contract, along with all warranties, licensing and registration forms.
10.	If you are eligible for an incentive - such as Earnings from using The GM Card or the Student Bonus program - have you arranged that it be subtracted from the total price at the time of purchase?
11.	If there is a blank space anywhere in your contract draw a line through it (in the shape of the letter "Z" if the space is large enough); mark your initials in the margin and insist that the sales consultant initial too.
12.	Have you double-checked that changes made to any documents have been initialled by you and the sales consultant?