** BUYING THE CAR YOU NEED!**

**REQUIREMENTS:**

* Sufficient funds - Ample research time / patience
* License & insurance - Transportation to the dealerships

**GOAL:** Purchasing an affordable car for family use.

**STEPS:**

1. Research the type of car and manufacturer that will fit you the best.
2. Determine what price it’s going for online.
3. Shop around by calling and visiting neighbourhood dealerships.
4. Speak to friends about how they decided to buy their car.
5. Find the car that has the features you want.
6. Chose the **colour** you want.
7. Find out about the warranty details, MSRP and leasing options.
8. Get someone to drive you to the dealership.
9. Test drive your car to see if it’s safe and if you actually want it.
10. Scrutinize any factory options that are available on the model chosen (leather interior, moon roof, back up camera, towing package).
11. Negotiate with the salesperson to get the best deal and features. If the average price for the car is $25,000, offer lower than the invoice. Never pay more.
12. Sign the paperwork.
13. Acquire the license plate and insurance for the vehicle.
14. Drive it home.

*Now you have the optimum vehicle in the world because it is yours*!