



**CARBUYERCLASS**

## Preparing For Your Trip Checklist

# The Five Critical Factors of Preparation

*"If you fail to plan, you are planning to fail." -Benjamin Franklin*

**THE ONLY THING OVER WHICH YOU HAVE COMPLETE CONTROL IS YOUR OWN PREPARATION.**

**CHECK ALL 10 BOXES IF APPLICABLE AND YOU WILL BE READY TO GO!**

<b>TIME</b>	I have set aside at least 5 hours for the dealership.	
	I have eaten a full meal before heading to the dealership.	
	I have planned for my children's supervision.	
<b>DOCUMENTS</b>	I have my valid driver license.	
	I have proof of current auto insurance or will buy before leaving with a car.	
	I have cash, checks, and/or cards for down payments or other fees.	
	If I have a paid off trade-in, then I am bringing my title.	
<b>TARGET CAR</b>	I have printed out a copy of the dealer listing for my target car and a similar and acceptable backup if available.	
<b>PHONE CABLE</b>	I am bringing a cable to connect my phone with the car. (Typically, cars 2010+ will have at least one USB connector.)	
<b>FINANCING</b> (If Credit Score is below 650)	I am bringing proof of income through my most recent paystub.	
	I am bringing a copy of my utility bill or lease agreement with my current address.	