

Things to consider in making your best selection.

(So I Don't forget anything that may be important to you later!)

Name	
Phone, home , work, cell	
What do you know about us?	
Have you been to our dealership before?	
How did you hear about us?	
Are you familiar with our product line?	
Have you heard about our award winning service department?	
Family Needs	
Who will drive it the most?, Who else?	
Would anyone else be helping with the selection?	
Number of children, ages, special needs etc.	
Do you often take others with you? Pets?	
Key Features	Air
What do you drive now and how long have you had it?	Cruise
How have your needs changed?	Power Grp
What features you wish your current vehicle had that is doesn't?	CD
What does it have that you like the most?	Leather
Most Important features you'll want to be sure to get?	Auto/ 5Spd
2Dr / 4Dr / Van/ Sport Utility	AWD
What other vehicles have you seen that appeal to you?	
Light Medium or Dark color preference?	
Occupational Considerations	
Business, Pleasure or both	
Is there any particular occupational needs you could think of?	
Purchase or Lease familiarity	
Recreational Needs	
Towing / Hauling Capacities	Hitch /LBS
Roof / Luggage Racks / Hitch Package	
Budget Requirements	
Do you have a vehicle to sell us?	
How long have you owned it and how many KM on it?	
Did you finance or lease?	
Current Monthly Payment and balance?	
Desired Monthly Investment and cash down?	X 4 = Aprox
Finance /Lease/ Line of Credit	
Are you familiar with the finance options being featured this month?	
Operational Savings	
Fuel economy now?	
Maintenance cost on current vehicle?	
How long do you think you will keep your vehicle?	
Number KM estimated per year	