

# The Car Buying Guide

Take control of your next car purchase. Browse through this Buying Guide to find tips on selecting a car that's right for you. It will help you make the most of your Nissan purchase and ownership experience.

## Browse before you buy

You'll find hundreds of models on the market - which should you buy: 4WD, sports car, wagon, coupe or sedan? And which make and model? Many factors can influence your decision. To get you started, consider these three:

### **USE: How will you use this car?**

- Who will drive it? Just you or other members of your family? Different driving styles may require different performance and safety features.
- Who will ride in it? Family, pets, co-workers, clients? This will tell you how much luxury or room you'll need.
- Where will you take it? For commuting, comfort is a primary concern. Road trips require convenience and performance. Going out on the town calls for style. Whatever your destinations, make sure to keep these factors in mind.
- What will you demand of it? Heavy work, such as hauling equipment or towing? Lots of active, off-road driving? Shopping for groceries or home improvement supplies? Consider what your requirements are: heavy, moderate, or light.

### **PRICE: What can you afford?**

- What monthly payment do you want?
- How much is your trade-in worth?
- How large a down payment do you want to make?
- What does it cost to insure this car?
- What does it cost to fuel and maintain it?
- Do you want a pre-owned or a new car?

### **QUALITY: What do others have to say about the vehicle?**

- Consumer Magazines/Sites
- Car Magazines/Sites
- Independent Associations
- Owners Clubs: Online clubs or newsgroups devoted to a particular automobile, where bulletin boards discuss owners' vehicle experiences.
- Annual Motor Shows and Events: Compare models side-by-side.

Discuss all of the above questions and considerations with friends or family members, as well as experts such as your Nissan Dealer. Then, narrow your selection to 3 or 4 cars.

To make your final decision, visit the Dealer and explore each car in person. How does the car make you feel? Does it speak to your needs? Can you envision yourself in the car? Relationships with

vehicles often extend beyond the practical; take the time to find the one that matches your unique personality and needs.

## **Make the most of your visit to the Dealership**

The key to a pleasant and successful dealership experience is preparation and making sure all of your questions are answered. To avoid dealership anxiety, come prepared with questions in mind and goals for making your visit to the dealer an enjoyable experience.

### **Prepare Yourself**

- Before visiting a dealership, schedule an appointment for immediate service.
- If you want to trade-in a car, bring the current Loan, Lease or Title papers.
- Dress comfortably, as you would for any shopping trip.
- Be sure you've done your research: sales consultants can answer questions, but it helps if you know what to ask.

### **In the Showroom**

Thoroughly examine the vehicle's exterior and interior in daylight or in a well-lit area. Be sure to ask yourself the following questions:

- Does it fit my lifestyle?
- Does the car fit me, or is it too big or small?
- Is it easy to enter and exit?
- Do the front and back seats feel comfortable?
- Does it offer enough cargo and passenger space?
- Do the interior features "feel right": Are controls where I need them?

### **Test Driving**

We recommend you test drive a vehicle before buying no matter how others may praise it.

### **A few notes:**

- Schedule a test-drive appointment, particularly for popular cars on a weekend.
- Before you embark, the dealership may ask to hold or photocopy your Driver's Licence. Some may also request other background information.
- Most dealerships require a sales consultant to accompany you. Consider this an advantage: the consultant can answer questions and demonstrate features while you drive.
- Use the stereo, turn on the air conditioning, and generally determine how easy it is to adjust controls while you drive. Also, check for visibility or noise issues.

By taking these factors into consideration, you'll be better prepared and more likely to have an enjoyable experience while looking for your new vehicle.