



## THG Modified OTD Email Template for NEW Cars:

After first calling the dealership, doing a test drive, and going home, get the Salesman's email address.

"Thanks for helping me with the test drive on the " \_\_\_\_\_ vehicle." It's a good vehicle, and I'm in agreement that \_\_\_\_\_ is a good price.

To move forward, I would like the following information from you:

1. Confirm the price of \_\_\_\_\_
2. List any additional fees you want me to pay that are not detailed on the vehicle invoice.
3. Any dealer add-ons or products I will be required to pay for?
4. List of any rebates or incentives currently offered on this vehicle using my zip code \_\_\_\_\_
5. A final OTD (Out the Door) Price including taxes, incentives, and all fees.
6. If you're a cash buyer, also ask this: If I make a substantial down payment, do you accept personal checks?

I'll be interested in hearing what your finance office has to offer if I decide to purchase this vehicle from you.

Thank You!

Insert your name here