

## CAR CLASS

# PICKING THE RIGHT CAR FOR YOU

Before you shop, answer these questions.

### WHAT CAN I ACTUALLY AFFORD?

- ☐ What monthly payment am I comfortable with - not just what I can get approved for?
- ☐ How much can I comfortably put down?
- ☐ Have I considered insurance, fuel, maintenance and repairs?

### WHAT DOES MY LIFE REQUIRE?

- ☐ How many people do I regularly need to carry?
- ☐ Do I need room for kids, car seats, pets, sports equipment or cargo?
- ☐ Is this primarily a commuter, family vehicle, work vehicle - or all three?

### HOW WILL I USE IT?

- ☐ How many miles do I drive each week?
- ☐ Mostly city, highway or a combination?
- ☐ Do I really need AWD/4WD, or would FWD work for my lifestyle?
- ☐ Is fuel economy important to my budget?

### WHAT DO I WANT?

- ☐ What are my 3 must-have features?
- ☐ What features would be nice, but aren't necessary?
- ☐ Sedan, SUV, truck - or am I open to what makes the most sense?

### HOW LONG DO I PLAN TO KEEP IT?

- ☐ Am I buying for my life today or the next 3-5 years?
- ☐ Are there changes coming - kids, commute, career or relocation - that could change what I need?

### THE CAR CLASS QUESTION

**Does this car fit my LIFE...**  
**or did I just fall in love with the car?**

**RIGHT CAR. RIGHT FIT. RIGHT YOU.**

CAR CLASS | Knowledge Drives Confidence.