



Know Your Credit Score
When, Where and Why

Visit www.annualcreditreport.com. When: Check it once a year. Why: Once you know your credit score, you're in a better position to negotiate down the Annual Percentage Rate, the APR.

Know Your Purchasing Limit

Know your personal debt-to-income ratio. Calculate a monthly payment you can comfortably afford. Remember: You'll be the one paying for your vehicle, don't let anyone tell you that you can afford more.

Know What You Want and Its Value

Find the invoice price of the make and model you want. Research the cost of the vehicle: www.edmunds.com is good for information on new vehicles, and www.kbb.com is a good source for used vehicle values. You want to begin negotiating below the invoice price of the vehicle.

Have your Own Lender

Talk to your credit union or bank about financing. Having your own lender secured before going to a dealer gives you an edge in negotiations. If not, be prepared to interface with the lender at the dealer!

Buying a Vehicle?

YOU Make Your Deal

Knowing & Negotiating

For the **best** of your life.
For the **rest** of your life.



KNOW HOW TO NEGOTIATE THE PRICE AND SALES CONTRACT

Be prepared to **WALK OUT!**

Remember sales are negotiable

Negotiate the price of the vehicle

You want to begin negotiating below the invoice price of the vehicle. Stick to buying the vehicle you researched and decided to buy. Buy a vehicle closest to the invoice price. Leave if the negotiations do not go like you hoped. If you decide you want a different vehicle, leave, and research again before buying.

Negotiate the language in the Sales Contract

Before signing the contract, read it and have it explained to you in detail. Make the salesmen explain what the Cool Down Period is, what the document fees are, what the arbitration clause is and then negotiate each one. Anything else on your contract that has a fee - question it and negotiate it. If you speak Navajo, or prefer Navajo, ask for a Navajo speaker. Anything you don't know can cost you.

Do not sign anything if you don't like the negotiations.

If you arrange finances at the dealer: ask for a copy of the written information submitted by the salesman to the financier, as well as the written response by the financier. If they refuse this is a red flag, be prepared to walk out.

Watch for Red Flags! If it's too good to be true, beware. Make sure everything is in writing before you leave the dealer. Do not rely on verbal agreements. If there is a trade-in make sure it is in writing.

For more information, call (928) 871-7436, visit www.nnhrc.navajo-nsn.gov. Like us on Facebook.