

INITIAL QUESTIONS TO ASK YOURSELF:

- Why am I buying this car?
- What do I intend to do with it?
- Will it be my commute vehicle?
- What service and support is locally available?
- Will I be driving it year-round or summer only?
- Do I want to work on the car more than driving it?
- Am I willing to pay a premium because someone else has already done most of the serious work on the vehicle?
- What is the most I'm willing to pay for this car?
- What is the least that the car can be had for?

FIRST PHONE CONTACT:

Name: _____

Address: _____

Phone: (c) _____

Date/Time: _____

1. Can you describe the car and its condition?
2. Does it run well?
3. How is the:
 - Body?
 - Any Rust?
 - Paint?
 - Interior?
 - Tires?
 - Engine?
 - Brakes?
 - Shocks?
4. Does it have Overdrive? Does it work?
5. What special features or options does it have?
6. Why are you selling it?
7. How long have you owned it? ...had it for sale?
8. Is it currently registered and licensed?
9. Where is the car located?
10. How many miles does it have on it?
11. What problems have you had with the car?
12. Has it ever been hit or been in an accident?
13. What work does it need done on it now?
14. How much are you asking for it? Or what's the least you're willing to take for it?