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Buying Your Car

##### Automobile Buying Vocabulary

**Vehicle** A car, bus, boat, etc. used for carrying people or things

**Lemon** A car that doesn’t run well

**Reliable** A car you can depend on

**Features** A part of a car that is important or interesting

**Options** Choices you can make about car equipment features

**Standard** Equipment or features of a car that are normal or usual

**Warranty** A written promise that the manufacturer or dealer will fix or replace something if it breaks

**Trade-In** A car that you give as part of the payment for the payment for the newer car that you are buying

**Retail Value** The price that a dealer would sell a used car for

**Inspection** To have the car examined carefully (three types: safety, emissions and mechanical)

**Licensing** Official permission for a car to be driven

**Registration** Official record of a car and its owner

**NEW VERSUS OLD?**

New Cars

|  |  |
| --- | --- |
| Advantages | Disadvantages |
| Warranty – Full factory warranty | Higher Price |
| Factory support | You take hit for depreciation\* |
| Lower financing rate | Little price variation |
| Lemon Law Coverage |  |

Old Cars

|  |  |
| --- | --- |
| Advantages | Disadvantages |
| Lower price – an average 2-3 year old  costs 30% less than new | Warranty – May only have balance of  factor warranty or no warranty at all |
| Initial depreciation has already been taken\* | You don’t know where the car has been or  how it has been used |
| More price variation | Limited or no factory support |
| Lower insurance premiums | Higher financing rate |
|  | Limited or no Lemon Law coverage |
|  | Higher repair costs |

\*Depreciation

The minute you drive a new car off the lot, the car is worth much less than you paid for it.

Large sedans lose 1/3 of their value in first 3 years Luxury cars lose ½ of their value in first 3 years

Small cars, sporty cars, SUVs and pick-ups hold their value better

* The greatest portion of this loss in value is in the first year
* 3-4 year old cars are the best value – they have most of their useful life and you will experience slower depreciation value

###### Estimate how much you can afford and what you are willing to spend.

**USED CARS**

1. Determine the amount of cash you will have available.

Example

|  |  |  |
| --- | --- | --- |
| IDA savings | $2,000 |  |
| IDA matched funds earned | $6,000 | + |
| Other cash you have | $200 | + |
| Cash you will get from selling your old car | $0 | + |
| Total cash available | $8,200 | = |

1. Identify costs other than the car price you will need to pay when you buy.

Example

|  |  |  |
| --- | --- | --- |
| Mechanic’s inspection ($25-$150) | $50 |  |
| Insurance – 6 months ($300-$1,800) | $400 | + |
| Sales Tax (6%) (based on car price) | $200 | + |
| Licensing/Registration ($18-$50) | $25 | + |
| Immediate Maintenance/Repairs | $50 | + |
| Estimated cash needed for other things | $725 | = |

1. Calculate the amount of cash you will have to spend on the car itself.

Example

|  |  |  |
| --- | --- | --- |
| Total cash available | $3,200 |  |
| Estimated cash needed for other things | -$725 | - |
| Estimated cash available for car price | $2,475 | = |

1. Determine the amount of loan you can afford

Example

|  |  |  |
| --- | --- | --- |
| Estimated cash available for car price | $2,475 |  |
| Affordable loan amount ($100/month) | + $2,195 | + |
| Maximum car price | $4,670 | = |

\*Most banks will require a 10% down payment on a used car.

###### NEW CARS

1. Determine the amount of cash you will have available.

Example

|  |  |  |
| --- | --- | --- |
| IDA savings | $2,000 |  |
| IDA matched funds earned | $4,000 | + |
| Other cash you have | $200 | + |
| Cash you will get from selling your old car | $0 | + |
| Total cash available | $6,200 | = |

1. Identify costs other than the car price you will need to pay when you buy.

Example

|  |  |  |
| --- | --- | --- |
| Insurance – 6 months ($300-$1,800) | $800 | + |
| Sales Tax (6%) (based on car price) | $720 | + |
| Licensing/Registration ($18-$50) | $25 | + |
| Estimated cash needed for other things | $$1,545 | = |

1. Calculate the amount of cash you will have to spend on the car itself.

Example

|  |  |  |
| --- | --- | --- |
| Total cash available | $6,200 |  |
| Estimated cash needed for other things | -$1,545 | - |
| Estimated cash available for car price | $4,655 | = |

|  |  |  |
| --- | --- | --- |
| d. Determine the amount of loan you can afford |  | |
| Estimated cash available for car price | Example  $4,655 |  |
| Affordable loan amount ($200/month) | + $8,022 | + |
| Maximum car price | $12,677 | = |

\*Most banks will require a 20% down payment on a new car.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Affordable  Monthly Payment | 12 months | 24 months | 36 months | 48 months | 60 months |
| $100 | $1,150 | $2,195 | $3,147 | $4,011 | $4,798 |
| $150 | $1,724 | $3,293 | $4,720 | $6,017 | $7,198 |
| $200 | $2,299 | $4,391 | $6,293 | $8,022 | $9,597 |
| $250 | $2,874 | $5,488 | $7,867 | $10,028 | $11,996 |
| $300 | $3,449 | $6,586 | $9,440 | $12,034 | $14,395 |
| $350 | $4,023 | $7,684 | $11,013 | $14,039 | $16,795 |

#### IDENTIFY WHAT YOU NEED VERSUS WHAT YOU WANT AND MAKE A LIST TO HELP YOU SHOP.

Amount of Loan You Can Afford

*Assuming a 9.5% Interest Rate*

|  |  |
| --- | --- |
| Examples of a Need | Examples of a Want |
| 4 Doors | Blue with tan interior |
| Number of passengers and cargo space (station wagon, pick-up truck) | Sport wheels |
| Air conditioning\* | Power locks and windows |
| Rear defroster | Sunroof/moonroof |
| Automatic transmission\* | CD player |
| Child safety features | Spoilers |

Your needs depend on your situation.

*\*It would be better to get a newer car, than to have an older car with lots of unnecessary options.*

##### Place an N next to NEEDS and a W next to WANTS:

How reliable will you need the car to be? How long will you want to keep the car?

Age: New Less than3 years old

Less than 5 years old Less than 8 years old

Do you have young children? How many people do you need to seat?

|  |  |  |  |
| --- | --- | --- | --- |
| Number of doors: | 2 | 4 |  |
| Seating: | 2 | 4 | more than 4 |
| Child Safety: | Locks | Windows | Seats |

How much cargo space do you need? What kind of cargo space do you need?

Style: Station Wagon Small Sedan

Large Sedan Minivan Pick-up

Do you drive long distances frequently? Do you drive a lot in the city (stop and go) or on the highway? Can you drive a stick (manual) transmission?

Transmission: Manual Automatic

Do you need extra traction (lots of snow, off road driving)?

Traction: 2 Wheel Drive 4 Wheel Drive

Do you need anything else?

Warranty:

Other options: Cruise Control Power Locks Power Windows

\*Make sure specific cars you look at will meet your needs.

\*\*Look at things that would be nice, but are not necessary, if they fit into your budget.

##### Determine your target price for cars you want to shop for.

Consumer Reports and other national resources can give you an idea of the price range for a certain type of car.

Consumer Report – Buying Guide (See Appendix) Internet – [www.edmonds.com](http://www.edmonds.com/)

#### USED CARS

1. Find the Kelley Blue Book (KBB) and/or National Automobile Dealers Association (NADA) Trade-in and Retail Values.

Trade-in Value is the price that a dealer would pay a private owner for the car. Retail Value is the price the dealer would sell the car for.

1. What you will need to look up the Kelley Blue book or National Automobile Dealers Association values:

##### Information Example

Year 1995

Make Toyota

Model Corolla

Type Sedan 4D

Transmission Manual

Mileage 55,000

ZIP Code 63118

Equipment A/C, PS, AM/FM, Cass, Dual AB

Condition Good

Where to find the KBB or NADA values:

Internet [www.kbb.com](http://www.kbb.com/) [www.nadaguides.com](http://www.nadaguides.com/)

Library Reference librarian

Financial Institution Customer Service or Loan Representative

\*\*The Kelley Blue Book and National Automobile Dealers Association are the most used resource by dealers and private owners to decide what the price of a car should be, and financial institutions use them to determine the value for looking at loan applications.

1. Find out what the car is selling for locally.

Where to find local prices:

The Pioneer Press Used Car Classifieds Sunday edition especially TwinCities.com

Dealer’s Lots – Look on Sunday if you do not want to talk to a salesperson.

1. Your target price should be somewhere between the KBB or NADA trade-in and retail values assuming that local prices do not suggest otherwise.
   * A Dealer will likely ask for the retail value and a private owner will likely ask for less than the retail value to be competitive
   * When buying a car from a private owner or taking a car as a trade-in, a dealer will want to pay no more than the trade-in value for the car.

###### New Cars

New car pricing terms:

**Base price –** price of the car with only standard equipment and factory warranty –

options are not included.

**MSRP –** Manufacturer’s Suggested Retail Price (Sticker Price)

Base Price

+ Manufacturer installed options included on that specific car

+ Destination and delivery charges

= MSRP

**Invoice –** Manufacturer’s initial charge to the dealer

* + The dealer’s final cost is usually lower than the invoice cost due to dealer incentives, holdbacks, etc.
  + Freight is always included in the invoice price – don’t let the dealer add any

additional costs called freight, destination delivery, or shipping

**Dealer “Sticker Price”** – price the dealer wants you to pay MSRP

+ Dealer installed options (not required)

+ Dealer add-ons (not required)

= Dealer “Sticker Price”

1. Find the invoice and MSRP for the vehicle you are interested in. What you will need to look up invoice and MSRP:

##### Information Example

Year 1995

Make Toyota

Model Corolla

Type Sean 4D

Transmission Manual

Mileage 55,000

ZIP Code 63118

Where to find the invoice and MSRP:

* Internet [www.nadaguides.com](http://www.nadaguides.com/) [www.edmonds.com](http://www.edmonds.com/)
* Dealer’s Lots MSRP – sticker on car

1. Your target price for a new car should be no more than the invoice.
2. Call each dealer that sells the car(s) you are interested in.

a. Ask how much less than invoice the dealer is willing to accept based on the options you want

1. Determine the best price you can get – the best dealer’s offer less any rebates

being offered.

Find out what is standard and what options are available on the cars you identify.

* + Brochures from dealers
  + Manufacturer’s website
  + Nadaguides.com

Make a list of the type of cars that you might be interested in based on your research.

#### NEW CARS

Make Model Year(s) Price Range

#### USED CARS

Make Model Year(s) Price Range

#### SOURCES OF USED CARS

**New Car Dealerships**

|  |  |
| --- | --- |
| **Advantages** | **Disadvantages** |
| More selection, especially of the make the dealership sells new | Generally higher prices when compared to used car dealers and private owners |
| Generally, more reconditioning is done to the cars. | Sometimes difficult to do business with – a lot of negotiation to get an acceptable price |
| New car dealers are generally an established business. | May attempt to sell you more car than you need |
| If needed, access to financing, but compare! |  |
| May have warranty coverage available but compare! |  |

**Used Car Dealerships**

|  |  |
| --- | --- |
| **Advantages** | **Disadvantages** |
| Prices will generally be less than new car dealerships. | Quality will often be less than new car dealerships |
| Usually easier to negotiate a deal | There may be little or no warranty coverage |
| May be able to deal directly with the owner | Less selection usually available |

**Private Owners**

|  |  |
| --- | --- |
| **Advantages** | **Disadvantages** |
| The price may be reasonable and in line with book values. | The owner may be “taking a shot” with the  price. |
| You can speak to the owner of the car, which can give you a feel for the care and maintenance. | Time and convenience: to look at 10 different used cars you must make 10  appointments and go to 10 different places. |
|  | No warranty unless there is the balance of a factory warranty |

**Rental Car Companies**

|  |  |
| --- | --- |
| **Advantages** | **Disadvantages** |
| Rental cars tend to be well-maintained with good service records. | Often rental cars have high mileage. |
| Usually reasonably priced. | Rental cars have been driven hard with many different drivers. |

**Practice calling to ask about car ads.**

Buyer: Hello, I’m calling about the 94 Accord in the paper. Is it still for sale?

Seller:Yes, it is.

Buyer: Do you have some time to answer a few questions? Seller: Sure, I’d be happy to.

Buyer: Does it have any special equipment?

Seller: It has air conditioning, cruise control, power windows and power locks.

Buyer: How does it run?

Seller: It runs well. I haven’t had any problems with it.

Buyer: It has 78,000 miles on it, right?

Seller: yes.

Buyer: Has it had the timing belt replaced? Seller: I’m not sure.

Buyer: How is the body?

Seller: There’s a little rust around one of the wheel wells, but otherwise, it’s in shape.

Buyer: Has it ever been in an accident?

Seller: Only one minor fender bender since I’ve owned it.

Buyer: Are you the original owner?

Seller: No, I bought it from a friend two years ago.

Buyer: Why are you selling it?

Seller: My daughter is going to college and we don’t need it any longer.

Buyer: Can I come by and look at it and take it for a test drive? Seller: Sure. When do you want to come?

Buyer: How about tomorrow at 5:00?

Seller: Okay. Let me give you directions…

\*\*The best used car values are cars that are under 5 years old and have less than 50,000 miles.

Call the owner or dealer and find out about the car(s) you are interested in.

Try to ask about anything that may keep you from wanting to test drive the car - so you don’t

waste your time.

USED CAR ABBREVIATIONS

1. DR Two-door

2WD Two-Wheel drive

1. DR Three-door (hatchback) 4 CYL Four-cylinder engine
2. DR Four-door

4WD Four-wheel drive 4X4 Four-wheel drive

1. SPD Five-speed manual transmission 6-SPD Six-speed manual transmission ABS Antilock brakes

AC Air conditioning

ALL PWR Power everything, as in power locks, power windows and power mirrors. ALUM Aluminum

ARB Anti-roll bar

AUTO Automatic transmission AWD All-wheel drive

BDLNR Bedliner CASS Cassette player

CD Compact disc player

CTRL Control, as in CRUISE CTRL ENG Engine

FIRM Firm on the price; the seller is not likely to negotiate. FWD Front-wheel drive

GAR Garaged, meaning that the paint and exterior should be in excellent condition. HBK Hatchback

HDTP Hardtop HTBK Hatchback

HWY MI Highway miles, meaning less harsh conditions, but may be an excuse for high mileage.

INT Interior

K Thousand, 56K means 56,000 on the odometer. LTD Limited

LTHR Leather

MINT Excellent, near-perfect condition. MNRF Moonroof

OBO Or best offer. A sure sign that the seller is willing to negotiate. OEM Original Equipment Manufacturer, meaning factory equipment.

OFR Offer. Again, it means that the seller will take less than the advertised price. PB Power breaks

PKG Package, as in GOLD PKG PL Power locks

PM Power mirrors

PS Power steering, or powered seats PU Pickup

PW Power windows

RBLT Rebuilt

RWD Rear-wheel drive SFTP Soft top

SNRF Sunroof SPLR Spoiler

TILT Tilt/telescoping steering wheel TINT Tinted windows

TRAC Traction control V6 Six-cylinder engine V8 Eight-cylinder engine

WARR Warranty, indicates that the vehicle is still under some sort of warranty. WHLS Wheels

* 1. AB Extended or Extra Cab

##### Used Car Pre-Purchase Checklist

Use this checklist to evaluate any used car you are considering buying. Following this checklist, prepared by Automotive Information Systems, assures you will cover all the bases when checking out a vehicle.

##### Preliminaries

Wear old clothing. Bring a rag for handling greasy or dirty items. If desired, also bring clean paper towels and a container of hand-cleaner for cleaning up after performing the inspection.

##### Other items to bring:

* + - Flashlight
    - Small magnet
    - Notepad
    - Pen or pencil
    - Copy of this checkli8st
    - Copy of MSN Autos’ AIS reliability report and inspection tips for the vehicle you

plan to inspect

* + - CARFAX Vehicle History Report – The first step to protecting yourself against buying a used car with costly hidden problems

##### Tips

* + - If you are meeting a private party to look at a vehicle, try to get there 15 to 20 minutes early. You may discover the vehicle being prepared for your visit.
    - Try to get the seller to set a time for you to see the vehicle when it has been sitting overnight. You want to see how it will start first thing in the morning.
    - Always try to inspect vehicles during the day, when you can see better than at night.
    - Don’t be afraid to ask the seller to help or show you something.
    - Take time to perform an inspection to your satisfaction. Don’t hurry or let

yourself be rushed.

* + - At some point during a test drive, try to drive at 20 to 30 mph beside a solid center median or beside a solid side wall. Open the window halfway and listen for sounds of the vehicle echoed by the hard surface. You should only hear the sound of the tires on the roadway.
    - For practice, inspect a vehicle you already own. Doing so will familiarize you with the process and also provide a reference point for vehicles you are considering for purchase.
    - Refer to the CARFAX Vehicle History Report to determine if the vehicle has any issues that may effect your purchase decision.

**YES NO Body**

## Exterior

Are seams where doors and fenders meet even and straight?

Are seams where the hood and trunk meet the fenders even and straight?

Does a magnet cling to all steel body panels? (Be sure to test fenders, the lower corners of doors, and rocker panels – the areas below doors. If a magnet doesn’t cling, suspect body filler was use to repair rust or accident damage.)

Are all body panels the same color?

Has the car been recently repainted? (Look for signs of spray paint on moldings; also check the edges of the doors, hood, and trunk to be sure they are all the same color. Fresh paint may cover rust that will continue to progress.)

###### YES NO Tires

Do all tires have the same amount of tread?

Are all the tires the same size? (Check tire size markings on tire sidewalls.) Are all tires the same brand?

Is there a spare tire, jack, and lug wrench? If the vehicle has locking hubcaps, is there a key for removing them?

Is the spare tire inflated (Press hard against the side with your thumb; the tire should be firm.)

###### YES NO Suspension

Does the vehicle sit level?

Bounce each corner of the vehicle. Do all corners respond the same? (Corners should only bounce once or twice before stopping.)

Do you hear a creaking noise when bouncing the vehicle’s corners?

###### YES NO Frame

Examine inside trunk, wheel wells, and under hood. Do you see areas that look like they have been crumpled and straightened?

Look underneath each side of the vehicle for a row of holes in the frame just inside the vehicle’s outer edge. Do holes appear scratched or recently cleaned? (If so, suspect the frame has been straightened after a crash.)

###### YES NO Gas Cap and Filler Neck

Is there a gas cap? Does it fit correctly? (If the cap locks, is there a key?)

Remove the gas cap and check inside the filler neck. Is there a fuel-nozzle restrictor to prevent adding leaded fuel? (Most states require them.)

###### YES NO Interior

Is upholstery in good condition? (Look for tears, stains, and burns.) Are the dashboard and headliner in good condition?

Do seats adjust easily?

Are any window cranks, door locks, handles, dash controls or similar items missing? Do all interior lights and dash bulbs work?

Does carpet condition match the age of the vehicle?

Does carpeting smell of mildew or stale water, suggesting moisture underneath (or worse, flood damage)?

Check under the dash at the top of the carpet. Are there stains suggesting heater core or air

###### YES NO Accessories

Do all accessories, such as the heater, air conditioner, audio system, and alarm system, operate fully? Test all functions of each.

###### YES NO Engine Compartment

Are there signs of oil or fluid leaks?

Run the engine at full operating temperature. Are there abnormal smells that might be due to leaking fluids on hot engine parts?

Are there unusual noises, such as clattering or metallic sounds, or sharp hissing, in the engine compartment when the engine is running? (Normal sound is smooth whirring of belts and fan.)

Does anything appear to be missing? (Look for shiny or clean areas where parts may have been removed.)

###### YES NO Under the Vehicle

Are there fluid leaks on the underside of the engine and transmission, at axle ends, at brake line connections, or on the ground beneath the vehicle? Green fluid is usually antifreeze; reddish fluid is usually power steering or transmission fluid; dark brown or black fluid is usually oil or brake fluid.

Are any parts loose, with the exception of exhaust parts slung from flexible rubber “donuts”?

Does anything appear missing, such as bolts, clamps, brackets or cables? Are exhaust system parts rusty?

Are there marks from scrapes, indicating the car has bottomed out on rocks or pavement?

Examine exhaust when the car is operating at normal temperature. Do you see white or blue smoke? (Both can indicate an engine problem, especially if the smoke burns your eyes. A small amount of steam is normal, especially in cold weather.)

## Performance

###### YES NO Engine

Does the engine start easily? Does the engine stall at any time? Does the engine idle smoothly?

Does the idle speed seem too slow or too fast?

Does the engine hesitate or stumble on acceleration? Does the engine run smoothly during operation?

Does the engine seem to lack power?

If the vehicle has cruise control, do all features work correctly? Do engine or other system warning lights appear?

Does the engine diesel (continue running) when shut off?

###### YES NO Transmission and Clutch

Is automatic shifting smooth?

On a manual-shift vehicle, is take-off smooth, without grabbing or jerking?

On a manual-shift vehicle, accelerate hard in a higher gear (third or fourth) or while going uphill. If engine rpms rise without a corresponding increase in vehicle speed, the clutch could be slipping. It may need to be adjusted or replaced.

On a manual-shift vehicle, try shifting to a lower gear when going slowly. Does the transmission shift easily, without grinding?

###### YES NO 4-Wheel Drive

Engage 4-wheel drive only on soft surfaces unless the owner’s manual specifically says the

feature can be used on hard-surfaced roads. On a suitable surface, test-drive the vehicle in

forward and reverse with 4-wheel drive engaged. Does the vehicle shift smoothly in both directions?

Turn tight corners to the right and left. Are there clunking sounds or other noises? Do the wheels bind or pull, whether turning or going straight?

###### YES NO Brakes

Apply the brakes several times at different speeds. Also try a sudden stop. Does the vehicle pull to one side when brakes are applied?

Do brakes stop the vehicle adequately?

If the vehicle has antilock brakes (ABS), try stopping suddenly. Do wheels lock? (A pulsing brake pedal is normal.)

Does the parking brake hold firmly and release completely?

###### YES NO Steering

Does the vehicle pull to one side during normal operation? Is steering difficult at any speed?

Turn sharply in both directions. Do you hear clunking or other noises, or feel rubbing or binding?

Does the vehicle shake or vibrate while moving? (Take the vehicle up to freeway speed for this test.)

Is the steering wheel centered when the vehicle is traveling straight ahead?

**Other Concerns**

* + - Is there evidence of flood damage? By law, this information should be on the title. Signs are upholstery and carpet stains, odor, rust in normally dry areas such as beneath the dashboard and inside the glove compartment, powdery green or white residue inside lowest electrical connectors.
    - Is the owner’s manual in the vehicle? How about the operating instructions for any accessories, and any warranty information that still applies to items like tires and exhaust?
    - Are previous repair and service records available? (Complete records are a sign that the owner has taken good care of the vehicle.)
    - Does seller have clear title to vehicle?

### Warranty and Roadside Assistance Coverage

By Edmunds.com Editors

All new vehicles sold in America come with at least two auto warranties, and may include roadside assistance coverage. Described below are the major types of warranties and assistance provided to consumers.

Basic: Your basic automobile warranty covers everything except items subject to wear and tear; such as oil filters, wiper blades, and the like. Tires and batteries often have their own warranty coverage, which will be outlined in your owner’s manual. Emissions equipment is required to be covered for two years or 24,000 miles by the federal government and 8 years and 80,000 on certain components.

Drivetrain: Drivetrain warranties take care of most of the parts that make the car move, like the engine, transmission, drive axles and driveshaft. Like the basic auto warranty, parts subject to wear and tear like hoses and belts are not covered. However, most of the internal parts of the engine, such as the pistons and bearings, which are subject to wear and tear, are covered by the drivetrain warranty. See your owner’s manual or local dealer for specific coverage.

Rust or corrosion: A rust or corrosion warranty protects you from rust-through problems with the sheetmetal. Surface rust doesn’t count. The rust must make a hole to be covered. Keep your car washed and waxed, and rush shouldn’t be a problem.

Roadside Assistance: Most manufacturers provide a service that will rescue you if your car leaves you stranded; even if it’s your fault. Lock yourself out of the car? Somebody will come and open it up. Run out of gas? Somebody will deliver some fuel. Flat tire?

Somebody will change it for you. See your owner’s manual for details, or ask the dealer

about specifics.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Make | Basic (yrs/mi) | Drivetrain (yrs/mi) | Rust/Corrosion (yrs/mi) | Roadside Assistance (yrs/mi) |
| Acura | 4/50,000 | 6/70,000 | 5/Unlimited | 4/50,000 |
| Audi | 4/50,000 | 4/50,000 | 12/Unlimited | 4/Unlimited |
| BMW | 4/50,000 | 4/50,000 | 12/Unlimited | 4/Unlimited |
| Buick | 4/50,000 | 5/100,000 | 6/Unlimited | 5/100,000 |
| Cadillac | 4/50,000 | 5/100,000 | 6/Unlimited | 5/100,000 |
| Chevrolet | 3/36,000 | 5/100,000 | 6/100,000 | 5/100,000 |
| Chrysler | 3/36,000 | Unlimited1 | 5,100,000 | 3/36,000 |
| Dodge | 3/36,000 | Unlimited2 | 5/100,000 | 3/36,000 |
| Ford | 3/36,000 | 5/60,0003 | 5/Unlimited | 5/60,000 |
| GMC | 3/36,000 | 5/100,000 | 6/100,000 | 5/100,000 |
| Honda | 3/36,000 | 5/60,000 | 5/Unlimited | None Available |
| HUMMER | 4/50,000 | 5/100,000 | 6/100,000 | 5/100,00 |
| Hyundai | 5/60,000 | 10/100,000 | 7/Unlimited | 5/Unlimited |
| Infiniti | 4/60,000 | 6/70,000 | 7/Unlimited | 4/60,000 |
| Isuzu | 3/50,000 | 7/75,000 | 6/100,000 | 7/75,000 |
| Jaguar | 4/50,000 | 4/50,000 | 6/Unlimited | 4/50,000 |
| Jeep | 3/36,000 | Unlimited4 | 5/100,000 | 3/36,000 |
| Kia | 5/60,000 | 10/100,000 | 5/100,000 | 5/60,000 |
| Land Rover | 4/50,000 | 4/50,000 | 6/Unlimited | 4/50,000 |
| Lexus | 4/50,000 | 6/70,000 | 6/Unlimited | 4/Unlimited |
| Lincoln | 4/50,000 | 6/70,000 | 5/Unlimited | 6/70,000 |
| Mazda | 3/36,000 | 5/60,000 | 5/Unlimited | 3/36,000 |
| Mercedes-Benz | 4/50,000 | 4/50,000 | 4/50,000 | Unlimited |
| Mercury | 3/36,000 | 5/60,000 | 5/Unlimited | 5/60,000 |
| MINI | 4/50,000 | 4/50,000 | 12/Unlimited | 4/50,000 |
| Mitsubishi | 5/60,000 | 10/100,000  (except Raider) | 7/100,000 | 5/Unlimited |
| Nissan | 3/36,000 | 5/60,000 | 5/Unlimited | 3/36,0005 |
| Pontiac | 3/36,000 | 5/100,000 | 6/100,000 | 5/100,000 |
| Porsche | 4/50,000 | 4/50,000 | 10/Unlimited (except GT3) | 4/50,000 |
| Saab | 4/50,000 | 5/100,000 | 6/Unlimited (except 9-3) | 5/100,000 |
| Satum | 3/36,000 | 5/100,000 | 6/100,000 | 5/100,000 |
| Scion | 3/36,000 | 5/60,000 | 5/Unlimited | None Available |
| Subaru | 3/36,000 | 5/60,000 | 5/Unlimited | 3/36,000 |
| Suzuki | 3/36,000 | 7/100,000 | 3/Unlimited | 3/36,000 |
| Toyota | 3/36,000 | 5/60,000 | 5/Unlimited | None Available |
| Volkswagen | 4/50,000 | 5/60,000 | 12/Unlimited | 4/50,000 |
| Volvo | 4/50,000 | 4/50,000 | 12/Unlimited | 4/Unlimited |

1 See dealer for a copy of limited warranty and details. Non-Transferable. Not available on SRT and certain fleet vehicles. ON PURCHASES BEGINNING 7/26/07.

2 See dealer for a copy of limited warranty and details. Non-Transferable. Not available on SRT, Diesel vehicles, Sprinter, Ram Chassls, Cab, and certain fleet vehicles. ON PURCHASES BEGINNING 7/26/07.

3 For styles that are equipped with the 6.0L Power Stroke Diesel V8 engine, there is a 5 year/100,000 mile warranty that applies to the engine. 4 See dealer for a copy of limited warranty and details. Non-Transferable. Not available on SRT, Diesel vehicles and certain fleet vehicles. ON PURCHASES BEGINNING 7/26/07.

5 Towing service to the nearest authorized Nissan dealer is covered if your vehicle is inoperative due to the failure of a warranted part.

### Buyer’s Guide

Required by law to be posted on every used car sold by a dealer.

Make sure you get a copy of the Buyer’s Guide for the used car you buy.

If the dealer agrees to something different than the Buyer’s Guide, make sure the dealer writes it on the Buyer’s Guide.

### The Warranty section must include:

The percentage of cost the dealer will pay (ex. 100% of labor and 100% of parts) The specific parts and systems covered (ex. Body, brake system)

The warranty term for each system (ex. 30 days or 1,000 miles, whichever comes first) Whether you must pay a deductible (ex. $500 deductible)

##### Examples of Used Car Warranties

AS-IS No Coverage

30 days, 1,000 miles Powertrain

90 days, 3,000 miles Powertrain

6 months, 6,000 Powertrain & Electrical

12 months, 12,000 Powertrain & Electrical & Braking System

### Arrange for car insurance.

1. Determine what type and how much insurance you need.
2. Find out what the insurance will cost every six months.
3. Arrange to have the car covered as soon as you take ownership.

### Pay for the car, sales tax and registration.

Sales tax and registration are paid at the Minnesota Department of Motor Vehicles, not at the dealer.

### Maintain your car properly.

* + - You must maintain your car to keep it running.
    - Properly maintaining your car will maintain the value as much as possible.
    - Poorly maintaining a car will result in higher costs of maintenance over the long run and can in some cases leave you without a car.

*There is no insurance against damage to a car that you don’t take care of!*

# INSURING YOUR CAR

**Term**

### Auto Insurance Glossary

The length of time for which a policy or bond is in force

###### Premium

The price of insurance an insured person pays for a specified risk for a specified period of time.

###### Deductible

The amount an insured person must pay before the insurance company pays the remainder of each covered loss, up to the policy limits.

###### Risk

The possibility that something you do could result in a loss or a gain

###### Protection

Keeping something from harm or being lost

###### Insurance

Method of managing risk to minimize the loss you experience if something bad happens

###### Coverage

The type of protection that the insurance policy provides

###### Coverage limits

The amount of money the insurance company will pay

###### Quote

An estimate of the premium that would be charged for a policy

###### Claim

A demand for payment under an insurance contract for the estimated or actual amount of loss.

###### Loss

A value reduction in an insured’s automobile caused by an insured peril, the amount sought in a

claim, or the amount paid on behalf of an insured under an insurance contract.

###### Policy

A formal written contract of insurance

###### Insured, covered Person, policyholder

Person covered by the policy

**Types of Auto Insurance Coverage**

|  |  |  |  |
| --- | --- | --- | --- |
| Type of Coverage | Description | Minimum Required by Minnesota | Suggested Minimum Coverage |
| Liability |  |  | $300,000 per accident |
| Property | Damages to others’  property | $10,000 per  accident |  |
| Medical Payments | Medical and/or funeral expenses for you, members of your family and others injured while in your vehicle. Also covers your family members as pedestrians if  struck by an auto. | None required | $5,000 per person |
| Uninsured and underinsured motorists |  |  |  |
| Bodily Injury | Your, your family’s or others’ injuries while in your vehicle caused  by an uninsured driver. | $25,000 per person  $50,000 per accident | $300,000 per accident |
| Property\* | Damages to your vehicle caused by an uninsured, hit-and- run or underinsured  driver. | None required | $25,000 per accident |
| Collision Loss\* | Damage to your vehicle caused by a collision with another  object or auto. | None required | Replacement value Book value less deductible |
| Comprehensive Loss\* | Damage to your vehicle except those from collisions (i.e. theft, fire, hail, glass  breakage) | None required | Replacement value Book value less deductible |
| Roadside Emergency |  | None required |  |
| Car Rental |  | None required |  |

#### SHOPPING FOR AUTO INSURANCE

1. Find out about the insurance company and agent.

Things to think about when choosing an insurance company and agent:

* + Is the company reputable?
  + Are there a lot of complaints against the company?
  + Does the company honor claims from policyholders?
  + Is the agent reputable?
  + Do I feel comfortable with the agent?
  + Is the quality of services good (company and agent)?

1. Get premium quotes from at least three companies.

An agent will need to have personal information about the drivers/policyholder and the car in order to give a premium quote.

1. Information about the car you will need to give the agent to get a premium quote:
   * Make and model of the car
   * Year of the car
   * Equipment on the car
2. Information about you and other drivers you will need to give agent to get a quote: Who will be driving the car?

Name Age Gender

Marital Status

Prior Insurance coverage

Type of the car

Make Model Year

Special equipment/features

Use of the car

Personal (at work, pleasure only)

How many miles to work (how many miles per week also)

Where is the car kept?

ZIP code Garaged

Street or driveway

Things they may check

Driving record Credit history

#### SHOPPING FOR AUTO INSURANCE PREMIUMS

|  |  |
| --- | --- |
| **TYPE OF COVERAGE** | **LIMITS YOU WANT** |
| **Liability** |  |
| Bodily Injury | $ per person |
| Bodily Injury | $ per accident |
| Property Damage | $ per accident |
|  |  |
| **Medical Payments** | $ per person |
|  |  |
| **Uninsured & Underinsured** |  |
| Bodily Injury | $ per person |
| Bodily Injury | $ per accident |
| Property Damage | $ per accident |
|  |  |
| **Collision** | $ deductible\* |
|  |  |
| **Comprehensive** | $ deductible\* |
|  |  |
| **Other:** |  |
| Roadside Emergency | $ tow |
| Car Rental | $ per day |
|  | $ |
|  |  |
| Quotes: 6 MONTH PREMIUM |  |
| Company 1 |  |
| Name: |  |
| Quote: $ 6/months |  |
|  |  |
| Company 2 |  |
| Name: |  |
| Quote: $ 6/months |  |
|  |  |
| Company 3 |  |
| Name: |  |
| Quote: $ 6/months |  |

\*The deductible should be as high as you can afford it, so that your premiums are as low as possible.

##### Ask what discounts they offer and you may qualify for.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Type of Discount | Is this a discount offered? | Company 1 amount | Company 2 amount | Company 3 amount |
| Driver’s Education |  |  |  |  |
| Good Student |  |  |  |  |
| Multiple Vehicles (more than one vehicle insured with same company) |  |  |  |  |
| Multiple Insurance Policies (more than one type of insurance with same company; example: home owner’s) |  |  |  |  |
| Accident - Free |  |  |  |  |
| Automatic Seat Belts |  |  |  |  |
| Air Bag/Driver Side |  |  |  |  |
| Air Bags/Both Sides |  |  |  |  |
| Anti-Lock Brakes |  |  |  |  |
| Anti-Theft Device (alarm or disabling device) |  |  |  |  |
| Daytime Running Light |  |  |  |  |

PRACTICE ASKING FOR A QUOTE

Customer: Hello, I would like to get a quote for auto insurance on a car I am buying. Insurance Agent: Great. Do you have auto insurance with us now?

Customer: No.

Insurance Agent: Have you had auto insurance before?

Customer: No.

Insurance Agent: First, let me get some information about the car. What type of car is it?

Customer: It’s a 1994, Honda Civic.

Insurance Agent: O.K., is it a sedan or a CRX?

Customer: It’s a sedan.

Insurance Agent: Will you use the car in your work?

Customer: No.

Insurance Agent: Will you drive your car to work? Customer: Yes.

Insurance Agent: How many miles do you drive to work, one way?

Customer: 4 miles

Insurance Agent: How many miles do you drive each week?

Customer: Probably less than 120 miles. Insurance Agent: Who will be driving the car?

Customer: Just me.

Insurance Agent: O.K. You’re a woman (man). How old are you?

Customer: 35

Insurance Agent: Are you married? Customer: No, I’m single.

Insurance Agent: O.K. Now, what type of insurance coverage did you want?

Customer: I want liability for bodily injury at $100,000 per person and $300,000 per accident and property liability at $50,000 per accident. Uninsured motorist for bodily injury at $25,000 per person $50,000 per accident.

Insurance Agent: O.K. what else?

Customer: I want medical payments coverage of $1,000 Insurance Agent: Anything else?

Customer: I also want comprehensive and collision with a $500 deductible. Insurance Agent: Great, what about emergency road service or car rental coverage? Customer: No, I don’t think so.

Insurance Agent: O.K., let me run the quote and I will call you back. Where can I reach you?

Customer: My number is (314)-969-1212

Insurance Agent: O.K. I’ll give you a call as soon as I can. Thanks for calling.

Customer: Thank you.

### INSURANCE – NEED TO KNOW

You **MUST** have liability insurance for your car. If you get caught without liability insurance:

You lose your driver’s license!

You lose your license plates!

You pay HIGH RISK insurance premiums for 3-5 years!

You **MUST** keep proof of your insurance in your vehicle at **all times**.

Police will ask to see any time you get pulled over.

Keep your car insured continuously.

A break in coverage will cause you to pay HIGH RISK insurance premiums for 3-6 months.

New drivers start paying HIGH RISK insurance premiums.

In Minnesota, you can move from high risk to standard rate after 6 months of a good driving record.

\*\*Call your insurance company after 6 months to get your premium reduced. If they

won’t do it, shop for a new insurance company.

PREFERRED

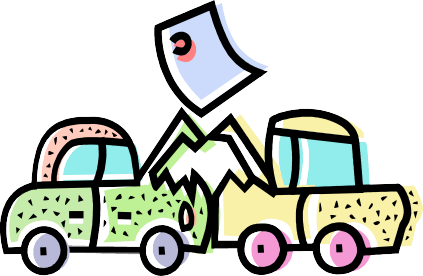
$

STANDARD

$

HIGH RISK

$



###### WHAT TO DO WHEN YOU ARE IN A MOTOR VEHICLE ACCIDENT

**AT THE SCENE:**

An accident is when you injure yourself or someone else while driving your vehicle or cause damage to property. Even if you have an accident with a parked vehicle, don’t leave. Leaving the scene of the accident is a crime.

* + - YOU MUST STOP if you are in an accident. Move your vehicle off the road only if it may cause other drivers to have an accident. Otherwise, do not move your vehicle until a law enforcement officer tells you to.
    - Help anyone who is hurt. Try to make sure the injured person is comfortable, but do not move him or her. Make sure someone calls an ambulance.
    - Call the police.
    - Use flares, reflectors, or flashlights if the accident happened at night or in bad weather to warn other traffic.
    - Write down all the information concerning those involved in the accident.
      * The names and addresses of all drivers and passengers involved in the accident
      * The driver’s license number and insurance identification (policy number,

insurance company, insurance agent) of all drivers involved.

* + - * The license plate numbers (and state) and the make and model of each car involved
      * The names and addresses of as many witnesses as possible
      * The names and badge numbers of police officers
      * The details of the accident (date, time of day, where, and how)
    - Exchange the following information with everyone involved:
      * Your name
      * Your address
      * Driver license number and motor vehicle number (vehicle identification number and plate number)
      * Name of insurance company and policy number

**Filing an Insurance Claim**

* + - Call your insurance agent or a local company representative as soon as possible.
    - Find out from your agent what you need to do and what forms you need to fill out.
    - Keep copies of all records including those you provide to your insurance company: medical bills, accident report, repair estimates/bills.

**Filing an Accident Report**

Even if the accident happened on a publicly or privately owned parking lot, or a settlement is made, Minnesota law requires you to report accidents that happen to the Minnesota License Bureau if:

* + - The accident involved an uninsured motorist and the accident caused property damage costing more than $500, or someo9ne was injured or killed

You can get an accident report form from:

* + - Your insurance company
    - Any law enforcement agency
    - The Driver’s License Bureau
    - Any Department of Revenue Branch or Fee License Office

FINANCING YOUR CAR

#### FINANCING VOCABULARY

**Financing** using someone else’s money to pay for your car

**Rebate** an amount of money that is paid back to you when you buy a car

**Incentives** something that encourages you to buy a certain car (example: rebate)

**Down payment** the first payment you make on a car that you will pay for over a period of time

**Loan principle** the amount of loan that has not been paid back yet

**Prequalification** qualifying for a car loan before you make an offer for a car

**Penalty** money you have to pay because you didn’t do something you were

supposed to do (example: registered the car late)

**APR** Annual percentage rate – the interest rate that reflects the actual cost of a car loan as a yearly rate (includes interest and other costs)

#### FINANCING TIPS

1. Know what you can afford (down payment and monthly payments) and want to spend on a car (price) before you look for a loan.
   * Requirements for a down payment typically range from 10% to 25%
   * Monthly payments for a car should be no more than 15-20% of your monthly net income.
2. Know how long you plan to keep the car before you look for a loan.
   * You do not want to have a loan that lasts longer than you plan to keep the car.
   * The average term for new cars is 4-5 years – some offer up to 7 years.
   * Most financial institutions do not offer used car loans for more than 3 years.
3. Shop for the best financial deal to meet your needs before you find a car.
   * Where to look:
     + Friends/Family
     + Banks and credit unions
     + Home equity loan
     + Car dealers
     + Internet
4. Get pre-approved for the best deal before you negotiate for the car.
   * Get pre-approved on the highest amount you might pay for a car.
5. Make sure you calculate the differences between dealer’s financing and incentives

with the best financing option you found at financial institutions.

1. Warning: Be careful about advertisements offering financing to first-time car buyers or people with bad credit. This is usually very expensive – big down payment and high APR.
2. No matter where you get financing, make sure there is no penalty for paying off the loan early.

### SHOPPING FOR THE BEST LOAN

|  |  |  |  |
| --- | --- | --- | --- |
|  | Lender One | Lender Two | Lender Three |
| Name of Lender |  |  |  |
| Contact Name |  |  |  |
| Phone Number |  |  |  |
| Annual Percentage Rate (APR) |  |  |  |
| Down Payment (% and $) |  |  |  |
| Loan Amount (Price  – Down Payment) |  |  |  |
| Length (Term) of Loan |  |  |  |
| Other Fees |  |  |  |
| Penalties |  |  |  |
| Monthly Payment |  |  |  |
| Penalty for early pay-off? |  |  |  |
| Special Notes |  |  |  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **LOAN PAYMENT TABLE** | | | | | |  |
| Payment per | $1,000 | borrowed |  |  |  | |
|  | 1 Year  12 Mos | 2 Years  24 Mos | 3 Years  36 Mos | 4 Years  48 Mos | 5 Years  60 Mos | |
| Annual Rate | 12 | 24 | 36 | 48 | 60 | |
| 0.50% | $83.52 | $41.87 | $27.98 | $21.04 | $16.87 | |
| 1.00% | $83.72 | $42.07 | $28.18 | $21.24 | $17.08 | |
| 1.50% | $83.91 | $42.27 | $28.39 | $21.45 | $17.29 | |
| 2.00% | $84.10 | $42.47 | $28.59 | $21.66 | $17.50 | |
| 2.50% | $84.29 | $42.67 | $28.80 | $21.87 | $17.7i | |
| 3.00% | $84.48 | $42.87 | $29.01 | $22.08 | $17.92 | |
| 3.50% | $84.67 | $43.08 | $29.22 | $22.29 | $18.14 | |
| 4.00% | $84.87 | $43.28 | $29.43 | $2.2.50 | $18.36 | |
| 4.50% | $85.06 | $43.48 | $29.64 | $22.72. | $18.57 | |
| 5.00% | $85.25 | $43.69 | $29.85 | $22.93 | $18.79 | |
| 5.50% | $85.45 | $43.89 | $30.06 | $23.15 | $19.01 | |
| 6.00% | $85.64 | $44.10 | $30.27 | $23.37 | $19.24 | |
| 6.50% | $85.83 | $44.31 | $30.48 | $23.59 | $19.46 | |
| 7.00% | $86.02 | $44.51 | $30.70 | $23.81 | $19.69 | |
| 7.50% | $86.22 | $44.72 | $30.91 | $24.03 | $19.91 | |
| 8.00% | $86.41 | $44.93 | $31.13 | $24.25 | $20.14 | |
| 8.50% | $86.61 | $45.14 | $31.35 | $24.47 | $20.37 | |
| 9.00% | $86.80 | $4534 | $31.56 | $24.70 | $20.60 | |
| 9.50% | $86.99 | $45.55 | $31.78 | $24.93 | $20.84 | |
| 10.00% | $87.19 | $45.76 | $32.00 | $25.15 | $21.07 | |
| 1050% | $87.38 | $45.97 | $32.22 | $25.38 | $21.31 | |
| 11.00% | $87.58 | $46.18 | $32.44 | $25.61 | $21.54 | |
| 11.50% | $87.77 | $46.40 | $32.66 | $25.84 | $21.78 | |
| 12·.00% | $87.97 | $46.61 | $2.89 | $26.07 | $22.02 | |
| 12.50% | $88.16 | $46.82 | $33.11 | $26.31 | $22.27 | |
| 13.000 | $88.36 | $47.03 | $33.33 | $26.54 | $22.51 | |
| 13.50% | $88.56 | $47.25 | $33.56 | $26.78 | $22.75 | |
| 14.00% | $88.75 | $47.46 | $33.78 | $27.01 | $23.oo | |
| 14.50% | $88.95 | $47.67 | $34.01 | $27.25 | $23.25 | |
| 15.00% | $89.14 | $47.89 | $34.24 | $27.49 | $23.50 | |

WHAT PARTS TO REPLACE OR INSPECT IMMEDIATELY ON YOUR NEW USED CAR

**Oil.** First and foremost, have the oil changed, just to begin a healthy new routine with your new car. Thought it may appear to be clean, you never know what sort of odd additives the dealer or previous owner dumped in there. Drain it out and start over.

**Timing belt.** If so equipped, the car’s timing belt should be changed every 50,000 miles. (Most modern engines use rubber belts than noisy chains. The problem is that rubber tends to break down after time.) Unless you have a receipt stating exactly when the timing belt was last replaced, it’s a good idea to put a new on in just to be on the safe side for another 50,000 miles. A good mechanic can replace the timing belts on most engines for less than $300. However, if the used car you just bought breaks a belt, the engine will probably need to be rebuilt at a cost of 10 times that amount.

**Tires.** Check the tread wear on all four tires. If the wear appears to be uneven, or if the tread is worn, have the tires replaced. Tires are often the most expensive replacement part, but they can cause the most harm if left unattended: a blown tire often results in a loss of control while driving.

**Spark plugs and wires.** Inexpensive, and a new set of plugs and wires can do wonders for performance.

**Air filter.** Another inexpensive part that ensures that your engine is breathing properly. Air filters can usually be changed with a minimal amount of effort.

**Hoses.** Make a visual inspection of all the wires and hoses in the engine compartment, checking for cracks or bulges near the connection points. If anything looks brittle or corroded, have it replaced immediately.

**Radiator fluid.** Flush it and start over.

**Transmission fluid.** An oft-neglected but highly important fluid in all cars. The transmission fluid should probably be replaced at least once every 20,000 miles. Transmissions are packed with metal gears that shave and grind each other all day long, and the fluid that lubricates them needs to be clean to minimize wear.

**Brake system.** Have the brake fluid checked, as well as the thickness of the brake pads.

**Accelerator fluid.** Yes, even the gas you put in your tank is important. Add some fuel treatment to your first few fill-ups, or use a higher octane, which includes more detergents to keep your fuel injectors clean. And if the car requires premium, use premium.

LICENSE

TITLE

REGISTRATION

##### Minnesota Resident Titling Requirements

You have 30 days from the date of purchase to title and pay sales tax on your newly purchase vehicle. If you do not title the vehicle within 30 days, there is a title penalty of

$25 on the 31st day after purchase. The penalty increases another $25 for every 30 days you are late with a maximum penalty of $200.

When buying a new or used car from a dealer the dealer will give you a title application and an odometer disclosure.

When buying a used car from the owner the seller will assign the title to you and give you an odometer disclosure.

\*\*DO NOT KEEP YOUR TITLE IN YOUR CAR.\*\*

##### Registration

To register your car with the Minnesota Department of Revenue (DOR), you’ll need to

provide the following documentation:

* The vehicle’s title, properly signed over to you if you just purchased the vehicle, or a Manufacturer’s Statement of Origin, if purchased from a dealer.
* A signed Application for Minnesota Title and License (you may order this form online.)
* An Odometer Disclosure Statement if the mileage is not listed on the title.
* A notarized lien release, if applicable. The DOR has an online order form to request a lien release.
* Your current auto insurance card or other proof of financial responsibility.
* A receipt for your paid personal property tax (copies not accepted).
* A certificate from your safety inspection, unless your vehicle is exempt.
* A certificate from your emissions inspection.
* The correct titling fees and registration fees.

You will also pay sales tax of 4.225%, plus your local sales tax, based on the purchase price of your vehicle.

When you register your vehicle, you must sign an affidavit indicating you have and will maintain insurance on ALL your motor vehicles during the period of registration.

\*\*YOU MAY KEEP YOUR REGISTRATION RECEIPT IN YOUR CAR.\*\*

### License Plates

Month Tab

|  |  |  |  |
| --- | --- | --- | --- |
| License Plate Tabs | **Month** | **Color Letters/Numerals** | **Color Background** |
| Jan | Light Blue | White |
| Feb | Black | White |
| Mar | Green | White |
| Apr | Orange | White |
| May | Light Brown | White |
| Jun | Red | White |
| Jul | White | Light Blue |
| Aug | White | Black |
| Sep | White | Green |
| Oct | White | Orange |
| Nov | White | Light Brown |
| Dec | White | Red |

License Plate



Minnesota Department of Public Safety Office Locations – local agency to update list with their DMV locations

Bloomington DVS [9930 Logan Ave. S.](http://maps.apple.com/?q=44.82320670%2C-93.30433990)

[Minneapolis, MN 55431](http://maps.apple.com/?q=44.82320670%2C-93.30433990)

(952) 563-8719

[Minneapolis DVS](http://local.dmv.org/minnesota/anoka-county/minneapolis/300-s-sixth-st/dmv-office-locations.php) 300 S. Sixth St.

Minneapolis, MN 55487

(612) 348-8240

[Minneapolis DVS](http://local.dmv.org/minnesota/anoka-county/minneapolis/2929-chicago-ave/dmv-office-locations.php) 2929 Chicago Ave

Minneapolis, MN 55407

(612) 348-8240

[Columbia Heights DVS](http://local.dmv.org/minnesota/anoka-county/minneapolis/3982-central-ave.-n.e./dmv-office-locations.php)

3982 Central Ave. N.E. Minneapolis, MN 55421

(763) 789-7201

[Robbinsdale DVS](http://local.dmv.org/minnesota/anoka-county/minneapolis/4100-lakeview-ave-n/dmv-office-locations.php) 4100 Lakeview Ave. N.

Minneapolis, MN 55422

(763) 535-8133

[View Office Details](http://local.dmv.org/minnesota/anoka-county/minneapolis/4100-lakeview-ave-n/dmv-office-locations.php)

[St. Louis Park DVS](http://local.dmv.org/minnesota/anoka-county/minneapolis/5400-auto-club-way/dmv-office-locations.php)

5400 Auto Club Way Minneapolis, MN 55416

(952) 927-2696

Supplemental Materials to add:

* + - Kelley Blue Book example of vehicle value <https://www.kbb.com/>
    - Estimated annual fuel cost & safety ratings example for specific car <https://www.fueleconomy.gov/>
    - Buyer’s Guide used in the sale of ‘used cars’.
    - Consumer Reports on vehicles – search: Used car reliability articles, Best & Worst Car Values, Used Cars – what to buy
    - Driver regular vehicle inspection checklist

By signing below, the local FAIM Coach \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and enrolled FAIM client \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ are confirming successful completion of this car care training manual which is required for the Personal Vehicle Purchase asset track.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Signature of FAIM Client Date

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Signature of FAIM Coach Date