

# 6 Steps to Buying a **NEW TOYOTA**



Ira



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# 6 Steps to Buying a **NEW TOYOTA**

In today's economy, everyone is looking to save a few bucks wherever they can, especially when it comes to major expenses. If you want to buy a car, it pays to know how to get the right car and still save. In this sense, you can't really go wrong with a Toyota. No matter which model you choose, you're bound to get more bang for your buck.

The Toyota lineup is jam-packed with well-rounded models, so choosing the right one for your lifestyle can be a bit of a challenge. Before buying, you'll need to be thorough in your research to determine the best vehicle for you. Being prepared takes a little bit of time, but, in the end, you'll have a Toyota that's not only affordable, but one that caters to your specific needs.

In this guide, you'll learn several helpful steps and tips you need to know before buying your next Toyota. More importantly, you'll learn how to get the right model at the best price. Let's get started with what you need to do when beginning a new car search.



## STEP 1:

# CONSIDER YOUR NEEDS

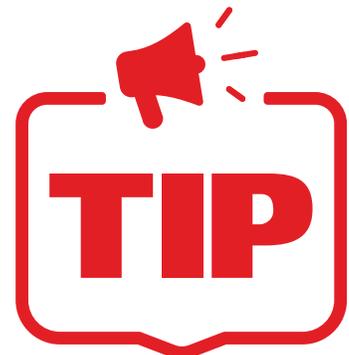
Before you even start your search, you should first ask the question, ***“Why do I need a new car?”***

You may need a car for:

- **Commuting to work**
- **Going on long trips with your family**
- **Transporting business supplies**

It seems like an obvious step, but by sufficiently answering this question, you'll not only significantly narrow your search, but you'll also ensure that the car you find fulfills your most critical requirements.

For example, if you want to use the vehicle for transporting business supplies, a spacious SUV or truck can be a suitable option, say the 4Runner or Tacoma. If you need the vehicle for family commuting, on the other hand, the number of people you'll be carrying should guide you to the type of sedan or minivan to buy. If you live alone, a smaller vehicle, such as the Yaris, would most likely be ideal.



If you want to own the vehicle for a long time, keep your future family size in mind when deciding on the type and size of automobile.

## STEP 2:

# DO YOUR RESEARCH

After determining the type of car you want, you now have to research the available options. Remember, there's the car you want and the car that's ideal for your needs. What you want may not be ideal, so be sure to carefully weigh your requirements and preferences.

When researching potential vehicles to buy, the first thing to consider is your budget. It may be necessary to strike several options off your list because the prices are simply too high.



### What's Important in a Vehicle?

People consider different features when buying cars. Ultimately, how you'll use the vehicle should determine the features to look for. Some of the important and necessary features may include:

- **Engine size:** Typically, the larger the engine size, the greater the horsepower. Vehicles with larger engines are more powerful than those with more compact engines.
- **MPG:** You may also want to consider the miles that the vehicle can cover per gallon. If you're going on long trips, efficient gas mileage should be an essential feature on your checklist.
- **Entertainment:** This feature may or may not be important to you. Nevertheless, even the lowest trim level of any Toyota is bound to come with some entertainment features—and some even better upgrades.
- **Size:** If you typically carry six or more passengers, you'll need a large vehicle. Even if a car says it can hold a certain number of passengers, it's always helpful to read reviews from other drivers about the interior space and its level of comfort.
- **Trunk space:** Depending on what you want to use the vehicle for, ample trunk or cargo space may be important.

## **STEP 3:**

# **TAKE A TEST DRIVE**



Now that you have an idea about the Toyota model you want and can afford, it's time to schedule some test drives. Test driving is the ultimate way of knowing whether a car is right for you. Remember, just because a car is rated higher than another model doesn't mean it's right for you.

Test driving is a personal experience. You're the one who'll be behind the wheel of the vehicle, so you should be sure the car you buy offers an enjoyable driving experience. If you've identified a Toyota dealer with the car you want, call and schedule a test drive.

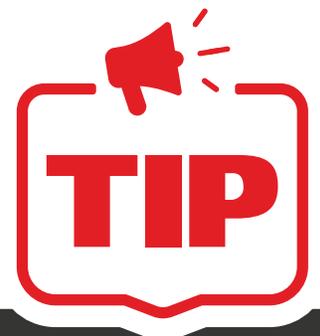
On the day of the test drive, arrive early at the dealership before they remove the vehicles from the showrooms. This way, you can be sure the vehicle you'll be test driving is the exact one you want to buy.

## Test Driving the Vehicle

Before starting the car, get into the driver's seat and gauge your comfort level behind the steering wheel. Is the seat too low, too far from, or too close to the steering wheel? Do you feel comfortable in the seat, or does the driver's compartment seem crowded?

- **Space:** You ought to notice this as soon as you sit down. Is there enough headroom and legroom? What about the back seat? If you want, bring a family member with you to test the back seat for you.
- **Powertrain response:** How quickly can you rev that engine? Does the vehicle shift without pause?
- **Handling:** It's important to keep an eye on the vehicle's handling, too, including how sharply it can turn or how effective the brake system is.
- **Technology:** While you're in the driver's seat, how much technology do you have at your disposal, and how easy is it to reach? Be sure to try out that entertainment system while you're there.

Test driving a car is the only sure way of knowing its performance on the road and how comfortable you'll feel behind the wheel. If possible, make sure you test drive three to four cars on your list in succession. You'll make a better comparison when the memories of the test drives are still fresh in your mind.



Sometimes, you may find it difficult to choose between two models after taking them on test drives. Don't be afraid to ask the dealer for a second or third round of test drives, if necessary.



## **STEP 4:**

# **START SHOPPING**

*When you know the type of vehicle you want, it's time to locate it at the best dealership.*

### **Find the Right Toyota Dealership**

Finding the right dealership is just as important as finding the right car. It's important to go with a dealership you feel most comfortable with and trust that they're helping you find the best vehicle at the best price.

There are many things you can do to ensure you're working with a high-quality dealership and are getting a fair price. These include:

- **Research the dealer:** Reviews are one of the most useful resources available to find the best dealership. If you have a dealership in mind and you don't know someone personally who's purchased from that dealership, check out websites like DealerRater.com to read reviews and get an idea of the experience you can expect at that specific dealer.



- **Special manufacturer offer:** Some manufacturers offer dealers special pricing to move various vehicle units. Take advantage of such offers if the vehicle that comes with an incentive is right for you.
- **New car incentives:** Check for manufacturer incentives for new car owners and for specific models. Find out from the dealer which vehicles come with special offers.
- **Total cost of the vehicle:** If the dealer has quoted the total cost you'll pay for the car, you should expect him or her to walk you through all the fees associated with the final price.

## STEP 5:

# ESTABLISH TRUST BEFORE YOU BUY

At this stage, trust is one of the most important factors. When you trust the sales expert you're working with, it'll be easier to negotiate the price of the car.

And remember, you're the customer who's about to make a big purchase on a new car. So, if you need more information about the Toyota you're thinking about buying, don't be afraid to ask for it! The more details you have, the easier it will be to choose the best car for your needs and budget.



Buying a car is an exciting process, and going to the right dealership can make your experience even better. With that said, pay close attention to how the dealer treats their customers. No matter if you're ready to buy or just looking around, they should always do their best to ensure your satisfaction.



## STEP 6:

# KNOW YOUR TOYOTA FINANCING OPTIONS

*After agreeing on a price with the salesperson, you're now at the financing stage.*

### How to Finance Your Toyota

There are several routes you can take to own a new vehicle, and it's important to understand your options and what you're most comfortable with based on your budget and lifestyle.

A common financing option is securing a vehicle loan. You can apply for a secured or unsecured car loan. With a secured car loan, the credit lender will give you the money to buy the vehicle, but they hold onto its title until you've finished paying off the loan. With an unsecured car loan, the lender will finance your car purchase without you needing to provide any form of security for the loan. Unsecured car loans are usually given by banks or credit unions to borrowers who have high credit ratings and have an established relationship with the lending institution.

You can also get financing from private lenders. The good aspect about private loans is that lenders can be more lenient with their terms, unlike banks or traditional credit institutions. Private lenders can include close friends, family, and other private investors.

Finally, you can acquire a vehicle through leasing. When you lease a vehicle, you'll have the right to use and maintain it as your own, but the title will remain with the leasing company. Vehicles are usually offered on a lease from three months to several years. With this option, you'll pay the leasing company a fixed amount every month for using the vehicle. At the end of the lease period, the leasing company will take back its vehicle.

Toyota cars are fantastic leasing vehicles. If you're interested, ask the salesperson or financing expert at the dealership to walk you through various down payment scenarios that'll bring you to a monthly payment you're comfortable with.



# FIND YOUR NEW TOYOTA TODAY!



Buying a new Toyota is pure excitement, especially if you know how to approach it! The most important thing is finding a dealership you trust and are comfortable with. Following these six steps will help you find the perfect dealership that'll get you the right Toyota at the right price.

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