

HOW TO BUY A CAR

— IN UNDER AN HOUR —



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DICK HUAERE'S
RICHMOND



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When it comes to buying a car, there's a common misconception that the process will take a long time. And on the off chance that you're buying that car on a whim, it probably will. But most likely, it's something you've been thinking about for a while.

At Dick Huvaere's Richmond Chrysler Dodge Jeep Ram (CDJR), we've helped many customers drive home in their new vehicle in under an hour. How so? With just the right amount of knowledge and preparation.

PRE-DEALERSHIP PREPARATION

Before you ever step foot inside a dealership, there's plenty of preparation that can be done at home. By completing this part of the process first, you'll greatly cut down the amount of time you'll end up spending at the dealer.

Step 1: Set Your Budget

The biggest limitation any of us will face when it comes to purchasing a car is finance. Before you even start looking at cars, it's a good idea to know what you can afford.

Carefully set your budget to determine what the maximum payment you could make each month is. During this time, you may also want to request a free credit report online. Visit AnnualCreditReport.com for a free yearly report.

Step 2: Choose Your Vehicle

When choosing a vehicle, a good place to start is the manufacturer's website. Not only can you view all their models, but you'll also have access to detailed information about varying trim levels and equipment.

Once you have an idea of which model you prefer, check out the Dick Huvaere's Richmond CDJR website to [view our inventory](#) online.

If we have your favorite model in stock, you can view photos, receive price quotes, and check for any incentives we may have for that car.



Step 3: Are You Trading In?

Even if you decide to lease your vehicle, you may still need to make a small down payment. And trading in your current vehicle is a great way to put down some extra cash up front.

[Value your trade-in](#) on our website to see how much it's worth.

Step 4: Get Pre-Approved

Since you're trying to think ahead, now is a great time to apply for financing online. The approval form is short, simple, and completely confidential. Filling it out now won't just save you time, but it may also be a bit more comforting than filling it out at the dealership.

Step 5: You Need to Try Before You Buy

One of the most important aspects of the car buying process is the test drive, as it allows you to get the true feel for a vehicle. If the price is right and you have your heart set on a model, schedule a test drive right away.

You can do so by either [visiting our website](#) or calling our showroom (855-231-1183).

THE PRELIMINARY DEALERSHIP VISIT

Buying a vehicle will go much smoother if you break up the process into two dealership visits: one for asking questions, and one for the actual purchase.

Arguably, the preliminary dealership visit will be your most important one, as it'll cement your decision. Here's what you'll need to do.



Step 1: Test Drive

This is the moment you've been waiting for. You've read all about the specs, looked at all the pictures, and have probably even read some reviews. But the only thing that really matters is how the car feels to you.

Give the vehicle's exterior a once-over before getting behind the wheel. Make sure it looks as appealing in person as it did online. You can even take a peek under the hood, if you choose.

Take a seat and see how it feels. Do you have enough legroom and headroom? Are all the driver controls ergonomically laid out and easily within reach?

When you're driving, pump the brakes and step on the gas a bit. It's important to know how this vehicle will handle and respond.

Step 2: Questions, Questions, and More Questions

It's now that our sales representative will be at your disposal. Trust us when we say that they want to help. So, don't be shy.

Bombard the sales representative with questions. He's an expert, after all, and he'll tell you all about the specs and available features.

Now is also a good time to inquire about specials and incentives. We're constantly running new deals on our vehicles, many of which you can view on our website. Ask our staff representative if you or your new car will qualify for any specials.

Step 3: Return to Financing

You've already applied for approval online, so now's a good time to check in with our finance team, especially if that test drive left you antsy for a purchase.

Make sure your application went through. If there were any issues with the approval process, our financiers will let you know. Not only that, but they'll work with you to come up with a solution. No matter what your credit looks like, they can find a way to get you approved.



Step 4: Time to Do Some Thinking

So, you've experienced it all. You took the car for a test drive. You sat down with our finance team and got your approval. You've even snagged a great deal on the car.

Nevertheless, it's always a good idea to sleep on it. You'll be far more satisfied with your purchase if you've taken the time to ensure that it's "the one."

TIME TO BUY

The time has come. All the prep work is done, you've slept on it, and now you're ready to buy. As long as you come in with a few special documents prepared, the Dick Huvaere's Richmond CDJR team can have you in and out in no time at all.

Step 1: The Checklist

Here's what we need to help you drive home in your new car:

- Fax or email us a copy of your driver's license, registration, and current proof of insurance.
- Your insurance company will also need to send us the new proof of insurance.
- We'll need some personal information: your proof of income (with your two most recent pay stubs), three references, and proof of residency.
- If you're trading in your current vehicle, we'll also need your trade title and keys.

If you don't intend to drive the vehicle home yourself, we can arrange delivery. All the documents above will be sufficient for arrangement. You'll just need to fill out a short form beforehand.

Call us a day ahead of your purchase, and we'll send you a form to fill out at home.



Step 2: Can We Have Your Autograph?

This will probably be the most tedious part of the buying process. We know that by now, your new car is within reach and you'll be chomping at the bit to get your hands on it.

However, before that can happen, we'll need some signatures. A sales representative can walk you through all the paperwork. Filling it out shouldn't take long at all.

Step 3: A Quick Tour

You've sealed the deal, and the car is all yours. However, before you take it home, it's a good idea to let a member of our team take you through a quick tour of the vehicle.

These days, all Chrysler, Dodge, Jeep, and Ram vehicles come with some pretty fancy technology. Allow a sales representative to show you how all these awesome features work, or how to hook up your mobile device to the car.

Once you have all this information, you're ready to enjoy your new vehicle.

Step 4: Your First Drive

Now, that process wasn't so difficult, was it? At our dealership, we work hard to make it as quick and painless as possible. Still, we know the anticipation has been building for a while now. By the time you drive off our lot, you're more than ready to coast.

The best way to celebrate is to simply find a stretch of open road and go. Try out all the vehicle's incredible features, test out the horsepower threshold, and have some fun. After all the work you did, you deserve it.



READY TO START SHOPPING?

If you've been toying with the idea of a new car purchase for some time now, our team at Dick Huvaere's Richmond CDJR wants you to rest assured that it's as easy as you wish it to be. With the right preparation, we could draw up the paperwork and have you home in your new car in under an hour.

[Visit our website](#) today to view our current inventory. You can also check in with our finance department to get an idea of everything we offer. When you're ready to start the process, don't hesitate to contact us. We're happy to help any day.

- The Dick Huvaere's Richmond CDJR Team