

# Boat Show Checklist

## Questions and Talking Points

### Your Day on the Water

- What type and brand of boat you're interested in.
- How you plan to use the boat: fish, ski, cruise, etc.
- The number of people you will be boating with.
- Does this boat fit my needs?
- Type of water you plan to boat in: big, small, fresh, salt, fast currents
- What's the right motor?
- How much horsepower do I need?
- Do I need a robust chart plotter or will a basic depth finder do?
- What are the interior and exterior color choices?

### Service Needs

- What's the warranty?
- What is the manufacturer's support like?
- Dealership location?
- What are the ownership costs? (Maintenance, storage, etc.)
- What maintenance is required?
- Who will perform the maintenance?
- Ask the dealer about their service team: requirements, appointments, who to call when you need help
- Does the dealer offer storage?
- How am I going to transport the boat?
- Will the dealer handle winterization, detailing, transport, launch, and haul out?

### Purchase Process

- Is the boat in stock or will it be ordered?
- If the boat is ordered, what is the lead time?
- Does the boat fit into my budget?
- What form of payment will I use for purchase?
- What are the financing options?
- What does the purchase process entail?
- If I need a trailer, can I buy it through the dealer?

### After the Purchase

- Ask about the delivery process for taking possession of the boat.
- What do I need to buy so that I'm ready to take possession?
- Gear such as: lifejackets, safety equipment, water sports, etc.
- Where can I go for additional information?
- What should I be doing in order to be the best partner to my dealer?

### NOTES :

*Have fun!*

*Make a day of it.*

*Get excited for your new boat!*