



# RV INSIDER'S GUIDE TO PURCHASING AN RV

BUYER'S BLUEPRINT:  
A COMPLETE RESOURCE FOR  
COMPARING, PRICING & RATING  
ANY CLASS RV (NEW OR USED)



NATIONAL RV OWNER'S ASSOC.

## **Introduction:**

Congratulations on pursuing your dream of purchasing an RV and doing it wisely. When you follow the methods outlined in this blueprint, you will have confidence that you are making an educated and informed decision, and you will save yourself countless headaches and thousands of dollars in the process!

Since purchasing an RV can seem like (and for most people) is a daunting task, we designed this helpful blueprint to go along with the RV Insider's Handbook. It will help you organize your thoughts and can be used as another invaluable tool to help you make the best decisions.

For each area just simply fill in your answers to the important questions that will assist you in choosing the right RV for you and your family.

Let's get started!

## Part 1: Discover The Basics Prior To Making The Leap

In the RV Insider's Handbook, we talked about the basics of RV ownership. The following exercises are designed to help you determine these basics by spelling them out in black & white for you to examine carefully.

### ***Having Fun:***

This is a fun exercise. It might seem frivolous, but taking the time to do it will help you in your decision making process. Take a moment and list the many reasons you are considering purchasing an RV. Perhaps you have always imagined what it would be like traveling the open road. Or maybe you have a friend or relative who enjoys the RV life. Write down whatever images pop into your head no matter how silly they might seem.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
\_\_\_\_\_
5. \_\_\_\_\_  
\_\_\_\_\_
6. \_\_\_\_\_  
\_\_\_\_\_

- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_
- 10. \_\_\_\_\_

***Breakdown of Costs Associated With RV Ownership***

In the spaces below, list all of the costs you will incur through the enjoyment of owning an RV. Include everything you can think of from insurance to park fees and dumping fees. Write down what you think the cost might be on an annual basis. Then, total these costs. The total equals your annual ownership costs.

We have included some items to help you get started, but you should add any other costs you can think of in the extra spaces at the end.

Insurance & Licensing	\$
Maintenance	\$
Storage	\$
Campground Fees	\$
Dumping/Waste Fees	\$
Cost of fuel (To calculate your fuel costs, multiply the miles per gallon by the size of the fuel tank. Multiply the total by the price per gallon.)	\$
	\$
	\$
	\$
	\$
	\$
	\$
<b>TOTAL</b>	

## ***Annual & Monthly Costs of RV Ownership***

<b>Time Period</b>	<b>Amount</b>
The annual cost per year - not counting price & depreciation is... <b>(Enter the total amount in the last row of the table above.)</b>	\$
The cost per month (not counting price & depreciation) is... <b>(To find cost per month, divide the annual cost by 12.)</b>	\$

## **Part 2: 5 Questions To Ask Yourself BEFORE You Buy**

In the RV Insider's Guide you learned the basic questions you need to ask yourself when deciding which type of RV to purchase. Use the worksheets below for each question.

### ***Question #1: How Much Can I Really Afford and How Do I Avoid "Getting In Too Deep"?***

In the process of purchasing an RV, it is very easy to get caught up in the excitement and the hype of the sales pitch and end up buying something that ultimately costs more than you really intended to spend.

Take a moment and give you budget a hard, honest look. Not the budget you think you will have after your next raise, or two years down the road, but your budget TODAY.

This is where you must start when you consider how much you can honestly afford to spend each month on your RV lifestyle.

The maximum I want to spend each month on my RV is...	\$
Enter the cost per month from the previous chart you completed.	\$
The maximum monthly finance payment I can afford is... <b>(Subtract the cost per month (Row 2) from the maximum you want to spend each month (Row 1).</b>	\$

**Question #2: Towable vs. Motorized ...Pros & Cons**

List the reasons why a towable model will best suit your needs:

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
\_\_\_\_\_
5. \_\_\_\_\_  
\_\_\_\_\_

List the reasons why a motorized model best suits your needs:

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
\_\_\_\_\_
5. \_\_\_\_\_  
\_\_\_\_\_

Which of the two, motorized or towable, has the most reasons listed above that make it the best fit for you and your family?

**The Winner:** \_\_\_\_\_

**Question #3: How Much Will You Use It? (Day Use, Full Time/Snowbird, Weekend Getaways Close To Home, etc.)**

To determine your RV lifestyle, look at the lists below and check all that apply.

<b>Day-Use</b>	
I like to get away for the day.	
There is a lake/ocean/park nearby where I like to go fishing/hunting.	
I prefer many short trips to one long trip.	
I prefer to sleep at home in my own bed.	
I live for the weekend!	
<b>Vacationer</b>	
I take several vacations every year.	
I have children who travel with me.	
I take my RV when I visit friends/relatives.	
I plan my vacations well in advance.	
<b>Full-Timer/Snow Bird</b>	
I am retired.	
I have a job where I have summers off, and I am free to travel anytime, anywhere.	
I have a career where I can work from the road.	
My children are grown, or I have no children at home.	
I plan to use my RV at least six months out of the year.	

Next, add up the checkmarks in each section and put the number in the corresponding lifestyle section on the next page. The lifestyle with the most numbers is your lifestyle. If your answers fall into all three categories, you are a "Combo."

**My RV Lifestyle is:** \_\_\_\_\_ Day-Tripper  
 \_\_\_\_\_ Vacationer  
 \_\_\_\_\_ Full-Timer

**Question #4: Gas vs. Diesel**

To determine if you should buy a diesel or gas RV, check any of the following statements that apply:

<b>GAS</b>	
I want the convenience and security of being able to buy gas anywhere I travel.	
I want to save money on gas & repairs.	
The RV I plan to purchase is less than 35 feet in length.	
I want to be able to take my RV to any body/repair shop to get it fixed.	
I will use my RV for weekends and a few vacations a year.	
I prefer to pay less for my RV.	
I want to be able to store my RV for long periods without having to worry about starting it up regularly.	
I plan to trade up my RV in a year or two.	
<b>Diesel</b>	
I want the muscle a diesel engine provides.	
I don't mind paying a little more to get the power of a diesel.	
The RV I plan to purchase is greater than 35' in length.	
<b>CONTINUE TO NEXT PAGE</b>	



My driving adventures take me through hilly terrain where a rear-mounted diesel engine's power comes in handy.	
I am or plan to be a "full-timer."	
I plan to keep my RV a long time.	
Fuel economy is a strong consideration for me.	
I like the freedom of having no tune-ups or spark plugs to change or hassle with.	

By adding up your checkmarks in each section, you can easily tally your preferences for gas vs. diesel. However, the bottom line could boil down to the size of RV you plan to purchase. If your RV is less than 35 feet, there is no need for a diesel engine (unless you are considering a class B.) But if the RV you plan to purchase is over 35 feet, you should strongly consider the power and durability of a diesel engine.

Enter the total number of check marks from the table above into the spaces → **Gas Total:** \_\_\_\_\_ **Diesel Total:** \_\_\_\_\_

***Question #5: New vs. Pre-Owned***

To determine if you should buy a new or pre-owned unit, place a checkmark next to any of the following statements that are accurate for you:

<b>New</b>	
I intend to keep my RV for many years to come.	
I want to know my monthly costs from the outset, without any risk of unexpected expenses.	
I want to be the first person to ever have showered or slept in the bed.	
I won't settle for anything less than the exact features I want.	
<b>CONTINUE TO NEXT PAGE</b>	

I plan to travel across the country for several months each year.	
My budget is flexible.	
I want the best financing rates and terms that are available.	
<b>Pre-Owned</b>	
This is my first RV. If I like the lifestyle, I'll upgrade in a year or two.	
I'm willing to take a risk if it means I have the opportunity to get a great bargain.	
I like the idea of an RV that has history and character.	
My RV requirements are flexible – I don't have a long list of "must haves."	
I plan to use my RV for my annual Memorial Day trip and maybe a couple other times per year.	
My budget is limited.	
I don't need a long-term loan because the amount I'm willing to spend is fairly low.	

Add up the checkmarks in each section, and enter the totals on the appropriate lines below. Now you have a good idea whether a new or pre-owned unit is the best choice for you and your family.

**New Total:** \_\_\_\_\_ **Pre-Owned Total:** \_\_\_\_\_

### **Part 3: How To Understand & Compare Various RV Types**

RVs are classified by size and functionality; which one is best for you is purely a matter of personal preference. Here are a few at-a-glance features of each to help make that choice easier:



The Class A is the most luxurious of all RVs, with the Fifth Wheel a close second. On the low end is the Travel Trailer, which can be as simple as a bed and a camp stove.



The Class B & Class C motorhomes offer a scaled-down version of the Class A, including all the amenities at a reduced price.



The Travel Trailer is the least expensive. They range from basic to extravagant.



The Fifth Wheel is the luxury model of the towables. It offers you the freedom to park it at your destination, unhitch, and drive off to sightsee or pick up supplies.

The type of RV that appeals to me most is: \_\_\_\_\_

Reasons why: \_\_\_\_\_

## Part 4: Choosing the Right RV The First Time!

To get you started in the selection process, we've included a list of questions that will assist you in the selection of your RV. Some of these might be very important to you, while others may not be important at all. Once you determine what is most important to you and your family, you will be able to walk into an RV and know right away if the floor plan will meet these important needs.

Consider the following questions, and then answer them as honestly as you can. You might even want to number them in order of importance. Then you can take the list with you when you go to look at RVs.

#	Question	Answer
1	Who all will be traveling with you in the RV?	
2	What is the age range of the passengers?	
3	Do any of them have any special needs?	
4	Any children/grandchildren coming along?	
5	Is there ample room for all passengers to travel comfortably?	
6	Are there sleeping areas for all?	
7	Does the floor plan provide for any privacy for you and your wife/partner?	
8	Will you require any special area for hobbies to consider in the selection of the floor plan?	

9	Are you going to be doing any business while on the road requiring an office?	
10	Do you want it separate from the other areas?	
11	Can everyone sit down and eat together?	
12	Is there room to entertain guests or visitors?	
13	Does the kitchen provide enough space to allow you to prepare the food easily?	
14	Will the refrigerator be big enough to store everything you plan to take?	
15	Will the bathroom be large enough to accommodate everyone?	
16	Will the shower or tub meet everyone's needs?	
17	Is the storage space enough?	
18	Can you bring along bikes, 4 wheelers or any other items?	
19	Can everyone get in and out easily?	
20	Are there any areas that will have enough room for children to play?	
21	Are the hook-ups convenient and easy to use?	
	<b>CONTINUE TO NEXT PAGE</b>	

22	Are the captain's chairs comfortable? Am I able to adjust them to suit my body size and needs especially for longer trips?	
23	How is the overall ride?	
24	Is there enough power to climb steep inclines?	
25	How do you feel behind the wheel? Are you able to maneuver easily?	
26	If you will be traveling with a spouse or other person who will also be driving, have them answer question #25 as well.	
27	How's the backing up and parking? Is the unit equipped with a backup camera system? If not, will one be required in order for you to safely back the unit when necessary?	
28	Will the vehicle you intend to tow behind the unit work, or will you need to consider a different tow vehicle?	
29	Are you able to get this unit where it is you plan to go?	

**4 Items To Consider As You Make Your Floor Plan Selection:**

Consideration #1: Your RV Lifestyle Is: \_\_\_\_\_ (enter your answer from *Question #3: How Much Will You Use It? On page 7*)

Consideration #2: Planning With Your Interests In Mind

It is important to plan ahead to make sure that your new RV will accommodate all of the interests and activities you plan to engage in both now and in the future. The following exercise will help you identify all of these special interests and activities.

These include considerations like:

- What are your hobbies?
- What other activities do you engage in?
- Will you be bringing along recreational equipment, tools, or toys that require large exterior storage bays?

Here is a list of questions for you to answer so you can better understand how you will use your RV. For each of the items that apply, fill in your answers. If any of your own specific interests are not addressed, fill them in on the blank lines provided at the end of this exercise.

1. What kind of climates will you be encountering in your travels?

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2. Will you bring along any "big boy toys"? If so, how much room will you need?

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3. List your interests and hobbies?

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4. What kind of additional items will you need to bring for these hobbies?

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5. Will additional storage space be needed to accommodate these items?

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Consideration #3: How Do You Intend To Travel?

Consider the following questions to determine your travel style.

1. Who will be traveling with you in this RV?

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2. Will you be participating in any tail gate parties or other large meetup groups and events?

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3. Will grandma, grandpa, or anyone with special needs ever travel with you?

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4. Will there be enough sleeping areas to accommodate everyone you bring along?

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5. Are there enough comfortable seating areas?

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Consideration #4: What Size Will Best Suit Your Needs?

Consider the following questions to determine what size RV is best for you.

1. Can you store the RV in a convenient location?

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2. Will you be able to live with a smaller RV that DOES NOT have all the amenities and features of a larger model?

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3. What features will you need to part with in order to get a smaller RV?

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4. Are you losing any required storage space? How much?

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5. Is the RV more than what you really need for your intended use?

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***The Basics Of RV Floor Plans:***

To help you select the best floor plan for your family's needs, ask yourself the following questions.

*Living Space – Where You Will Spend Most Of Your Time*

1. Can all passengers be seated comfortably?

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2. Can everyone be accommodated at the table during meals:

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3. Do you prefer a free standing table as opposed to a booth or dinette?

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4. As far as windows: Do you like to look out or do you prefer privacy?

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5. Will you be working on the road? Where will you work?

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6. Will you require a dedicated office while on the road?

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*Cooking Area – Consult With Momma Or Whoever Will Be Doing The Cookin’*

1. How much time will you spend in the kitchen area on average?

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2. Does the kitchen area offer enough space?

Make sure there is plenty of room underneath kitchen sink where you can store dishwashing items, etc.

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3. How about the counter space & pantry?



The most convenient counter tops are 24” making it easy to maneuver like you would at home. If you intend to spend lots of time in the kitchen (i.e you love to cook), make sure the kitchen area has what you need.

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4. Can you accommodate all of your utensils and dishes?

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5. Will the refrigerator be big enough for all of the food and drinks you plan to bring?

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6. Who will be doing most of the cooking and meal prep?

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7. Have I consulted them about their answers to these questions?

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### *Sleeping Arrangements*

1. Will the sleeping areas be comfortable for all?

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2. Will you need a double bed, or a queen sized bed?

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3. If you are considering a Class C, are you able to climb the steps to get to the bed?

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4. Can you hang up all of your clothes in the closet?

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5. Is there room for all other travelers to store their clothes & other belongings?

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*Bath & Restroom Space*

1. Do you prefer a bathtub, shower, or bath/shower combo?

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2. Will the bathroom be large enough to accommodate all travelers?

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3. Are there drawers in the vanity or shelves in the medicine cabinet to store my toiletries?

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4. Where do you prefer the bathroom location: in the back or more centrally located? Why?

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5. Have you spoken to the females in the family about their bathroom preferences? (Failure to do this almost always causes regret!)

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## **Part 5: Insider Secrets To Ensure You're Happy After You Buy!**

### ***Insider Secret #1: What To Look For During Your Initial Test Drive***

Use the following questions to rate an RV when you take it out for a test drive. If your partner or a friend joins you for the test drive, they can answer the questions as you drive. Or, if you do the test drive along, answer these questions as soon as you complete the test drive while the information is still fresh in your mind.

<b>Handling</b>	
How well does it accelerate?	
How well does it handle narrow curves?	
How does it handle in windy conditions?	
How does it feel when large trucks pass by? Do you feel a rocking back and forth, or does it hold steady?	
Are you able to climb steep inclines without any problem?	
<b>CONTINUE TO NEXT PAGE</b>	

Sitting in the driver's seat, are you able to observe traffic on both sides of the vehicle?	
Are you able to back the unit in a marked space without the aid of someone assisting you?	
Does the unit have any parking/rearview cameras?	
<b>Ride</b>	
Is the ride smooth, or rough and bumpy?	
Does the unit provide a smooth enough ride for passengers who may want to play games or children playing with toys?	
Do the cabinets and closet doors bang around as you travel? Are there other noises like irritating rattles or whistling noises?	
<b>Comfort</b>	
Will the captain's chair be comfortable on long trips? Is it easy to adjust while driving?	
How about the passenger seating areas?	
Can everyone see the TV while in motion?	

How about the dining area, is it comfortable?	
Is the bathroom area big enough to be comfortable?	

***Insider Secret #2: Cross Comparisons – How to Differentiate When Looking At Two Separate RV Types***

If you read through the RV Insider’s Handbook, you learned about how important it is to test drive two (preferably more) recreational vehicles on identical roads and under the same conditions. Take a moment and write down your test routs (or have your co-pilot jot it down as you go). After the test drive, take another few minutes to write down any impressions you have or problems you might have noticed.

*My Test Drive Route*

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**Test Drive #1**

Make & Model: \_\_\_\_\_

Name Of Dealer or Seller: \_\_\_\_\_

Notes: \_\_\_\_\_

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**Test Drive #2**

Make & Model: \_\_\_\_\_

Name Of Dealer or Seller: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

**Test Drive #3**

Make & Model: \_\_\_\_\_

Name Of Dealer or Seller: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

**Test Drive #4**

Make & Model: \_\_\_\_\_

Name Of Dealer or Seller: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

**Test Drive #5**

Make & Model: \_\_\_\_\_

Name Of Dealer or Seller: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

### ***Insider Secret #3: Investing In A Quality Captain's Chair***

#### **Observe the feel of the captain's chair.**

Is the captain's chair comfortable?	
Does it have lumbar support?	
Does it have all of the features I want and need for a comfortable ride and an enjoyable trip?	

### ***Insider Secret #4: How To Make Sure The Model You Have Selected Will Work***

You want to make absolutely sure that the model you choose meets all of your needs. To determine this, it is critical that you do a livability test. Whether the RV is parked at a dealership, or in the seller's front yard, bring your family and friends – or anyone else who might be traveling with you. Take them inside to see how the floor plan really works and how everyone and every activity will fit in.

Below is a list of items to test for determining the units livability score.

<b>Test Item</b>	<b>Comments</b>
Sit in all of the chairs, sofas, and other seating areas.	
Check if you can see the TV/DVD player from these areas.	
Sit at the dinette.	
<b>CONTINUE TO NEXT PAGE</b>	

Lie on all of the beds.	
Verify adequate room in the closet.	
Sit on the toilet.	
Stand in the shower.	
Check and make sure there is enough room in the medicine cabinet, storage area, and counter space for your toiletries.	
Bring a deck of cards and set up a mock game at the table.	
Convert the couch or sofa into a bed.	
Walk around the kitchen as if preparing a meal.	
Look around at the kitchen cabinet space.	
Verify adequate kitchen counter space.	
See if it is easy to get around in the kitchen.	
Verify that you can reach all of the cupboards and cabinets.	
Look at where the dinette table is in relation to the range, the oven and the refrigerator. Does the layout make sense for you?	

Turn on all of the lights.	
See if there is adequate light for reading from each travel seat.	
Can grandma get up the steps easily and safely?	
Are there enough windows in the unit?	
Is there room for your pets?	

***Insider Secret #5: Are You Cramped?***

<b>Test Item</b>	<b>Comments</b>
Observe the slide-outs.	
Is there sufficient room in the aisles with the slides closed?	
Do the closed slides block any storage areas you may need access to while on the road?	

***Insider Secret #6: How To Quickly Determine If An RV Has Enough Storage To Meet Your Needs***

Personal belongings and clothing: everyday clothing, coats and boots, shoes, books, hobbies, suitcases (in case you spend a night in a hotel or at someone’s house), personal items. Where will they go?

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Kitchen: dishes, pots, pans, cookbooks, serving dishes, storage ware, staples (salt, pepper, spices, canned goods, etc.) Where will they go?

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Living Area: games, hobbies, computer devices & accessories, office supplies, electronics, CDs, DVDs, small personal tables, ice chests, head rests, additional lighting. Where will they go?

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Bedroom: extra blankets, extra sheets, pillow & pillow cases, bedspreads, throws, quilts, sweater boxes. Where will they go?

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Bathroom: towels, washcloths, shampoo, toilet paper, toothpaste, toothbrushes, toiletries, hot rollers, irons, blow dryers. Where will they go?

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Sporting Equipment: mopeds, bicycles, jet skis, three wheelers, fishing rods, hunting equipment & stands, exercise equipment. Where will they go?

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Children/Special Needs: clothing, toys, diapers, tapes, CDs, books, playpen, crib, safety seats, wheel chair. Where will they go?

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***Insider Secret #7: How Long Can You Stand To Be Out On Your Own?***

Check on the capacity of the following items, and then compare how long they last with how long you plan to travel on a typical trip. What is their capacity?

<b>Item</b>	<b>Capacity</b>
Battery	
Propane Tank(s)	
Gray Water Tank	
Black Water Tank	
Fresh Water Tank	

***Insider Secret #8: Can You Tow It?***

Did I check to make sure that the tow vehicle I selected can legally tow the trailer?	
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**Insider Secret #9: The Tow Vehicle**

Research the dingy (vehicle you are towing behind) requirements for your selected model.

Will I be towing a dingy?	
If so, have I checked the total weight, including the dingy?	
Have I compared this to the maximum towed weight limits?	

**Insider Secret #10: The ONE Thing You Absolutely MUST Do Prior To Finalizing The Deal (Not doing this can cost you thousands if not tens of thousands of dollars!)**

Once you know this secret you'll slap your head and go "duh!" Yet, not one RV purchaser in a thousand actually does it.

Here it is:

Did I rent an RV <u>of the same make and model</u> and take it out on a 1-2 night "shake-down-cruise" to test it out and get a first-hand look at what it would like to own one?	<u>Your Answer:</u>
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## Part 6: How To Choose The Right Manufacturer

Take a copy of this sheet along with you whenever you look at RVs. Make a note of the manufacturer, model, size, and price of those RVs that particularly appeal to you. When you get home, look up the RVIA Star Rating and enter it into the chart as well.

Manufacturer	Model	Size	Price	Star Rating
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	
			\$	



## Part 7: Buying New or Pre-Owned: What Should You Do?

Before you buy a pre-owned RV, use the following checklist to verify its condition.

What To Check	Comments
<p><b>LP Gas System:</b> RV technicians have the proper equipment to check the system for leaks and to make sure the LP gas pressure is adjusted properly.</p>	
<p><b>Tires:</b> Check the condition of the tread and look for cracks. Verify the DOT number to determine the age.</p>	
<p><b>Damage by rodent infestation:</b> Carefully check all hoses, wiring, and rubber lines to ensure everything is intact and especially look for any signs of rodent infestation.</p>	
<p><b>Propane:</b> Do the propane bottles need updating and inspection? This can be costly if the bottles need to be replaced. Generally, if an RV propane tank is older than 12 years, it should be re-inspected every five years. Also, it is mandatory that the propane tank is equipped with an OPD valve.</p>	
<p><b>CONTINUE TO NEXT PAGE</b></p>	

<p><b>Converter:</b> Test the converter by unhooking the battery and plugging in the electrical cord. (Unhook the battery before you plug in the RV power cord to prevent electrocution.) If the 12-Volt lights and water pump still works, the converter is operational.</p>	
<p><b>Brakes:</b> Have the breaks inspected by a technician or brake specialist.</p>	
<p><b>Gaskets:</b> Can you open and close all outside compartments easily? Do the gaskets need to be replaced? Worn or missing gaskets permit air and moisture to penetrate the RV which can be very costly to repair.</p>	
<p><b>Windows:</b> Make sure that all of the windows open and close easily. Are the screens on the windows and vents rusted or torn?</p>	
<p><b>Air/Heat:</b> Turn on the air conditioner and see how it feels. Does it blow cold air? If it has a heating element does it work?</p>	
<p><b>Appliances:</b> Make sure to check all appliances to ensure they work properly. Does the stovetop work? Do all of the burners heat and light properly? Test the refrigerator on both LP</p>	

## Part 8: Advice For Helping You Steer Clear Of A Big Mistake

Completing the following tasks help you avoid making a costly mistake by covering your bases in a variety of areas. Check off each task as you complete it.

Task	Completed
Did I have a mechanic check the RV out completely?	
Did I check the title to see if there is a lien-holder listed?	
Did I do the "leak test"? This includes running a hose on the roof of the RV, checking for slide-out leaks & all windows.	
Did I check the dashboard for the VIN to be sure it has not been filed down or altered in any way?	
Did I run a VIN check?	
Did I do a test drive of this specific unit?	
Did I get every item we discussed and agreed upon in writing? This is called a "due bill" when purchasing from a dealer.	
Did I check the identity of the person selling the RV, either by driver's license or other legal photo ID?	
Did I receive a written bill-of-sale?	
Did I check the title and registration?	
Does the seller only want a cash deal? (If so, be weary.)	
Is the seller's asking price suspiciously far below market value? (Again, if so, be cautious.)	
Will the seller hand me the title right after I pay for the RV?	

## Part 9: Selecting A Dealer

Bring along this checklist whenever you go to look at a pre-owned RV; jot down the answers so you can review them later.

### *Questions to Ask the Seller of a Pre-Owned RV*

Question	Answer
What is the price?	
Why are you selling?	
Are you buying another RV?	
How many miles does it have?	
How long have you owned it?	
Did you purchase it new?	
Did you keep it maintained regularly?	
Do you have maintenance records that I can see?	

Notes:

***Questions to Ask the RV Dealer***

<b>Question</b>	<b>Answer</b>
How long have you been in business?	
How well is your service department staffed?	
How do you prepare the RV before delivery?	
What type of demonstration will I receive on the unit before I leave with it?	
Do you offer any special RV training?	

Notes:

## Part 10: Working Out The Deal: How To Save At Least \$10,000 On Your Unit

### ***Determining Price***

Step 1: Get invoice price & report from our website: <a href="http://www.NRVOA.com/price-request">www.NRVOA.com/price-request</a>	\$
Step 2: Multiply by 5%	X 0.05
Step 3: Amount I should offer	\$

### ***Dealer Worksheet***

It is a good idea to keep track of each and every offer you make, even if your offer is accepted the first time.

#### **Offer #1**

Dealer	
Make & Model	
Price Offered	
Date	
Accepted or Rejected	

#### **Offer #2**

Dealer	
Make & Model	
Price Offered	

Date	
Accepted or Rejected	
<b>Offer #3</b>	
Dealer	
Make & Model	
Price Offered	
Date	
Accepted or Rejected	

### ***Dealer Worksheet***

Now that you have read the RV Insider’s Guide, and have completed the Blue Prints in this workbook, you are ready to go out and make the deal of a lifetime on your dream RV!



Remember to use this workbook as an onsite resource when you go out shopping and doing research. Make notes as you look at different makes and models and when you go on test drives. The information you record in the pages of this workbook will be invaluable as you narrow down your choices of RVs. You can print out fresh worksheets and checklists from within your library by logging in to your account.