

# NAVIGATING THE MOBILITY DEALERSHIP



## A Few Things to Know Before You Go

If you've never been to a mobility dealership before, you're probably a little uncertain of what to expect. So that's why we put together this checklist. More information upfront means fewer surprises later, turning your journey from shopper to owner into a much more enjoyable, productive and rewarding experience!

If you would like more information or have questions, please don't hesitate to [contact us](#).

 **1-800-488-0359**

## What is a BraunAbility Certified Mobility Consultant?

They are experts with in-depth training in all the features and options offered on each BraunAbility vehicle. Their purpose is to reliably navigate you through the vehicle buying process and reduce any stress or confusion.

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## Meeting with Your Mobility Consultant

Finding the perfect vehicle for you and your family starts with your initial visit with a Certified Mobility Consultant. He or she will sit down with you for a mobility consultation, an insightful process of discovery to determine which entry style, ramp, hand controls, seating options, and more best meet your needs.

During the consultation, the following will be covered:



### FUNCTION

To see if the vehicle is a comfortable fit.



### LIFESTYLE

To understand how you plan to use the vehicle.



### BUDGET

To help you get the most for your money.

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## What Documents Will You Need to Bring?

What you bring with you when you visit the dealership depends on your intentions. This list does not include the items you will need for a trade-in. Check with your local dealer to find out more.

	TEST DRIVE & QUOTE	GET APPROVED FOR A LOAN	BUY & DRIVE HOME
Driver's License	•	•	•
Last Two Pay Stubs		•	•
Proof of Residence (such as a utility bill)		•	•
Insurance Card			•
Written Authorization	If you're working with a third party payer, such as the VA or workman's comp, be sure you have prior written authorization with you. Most third party payers require you have it before meeting with your mobility consultant.		

## Questions You Can Expect

Some of the following questions will likely be asked during your consultation. Most likely, all will come up during your visit. So, preparing your answers should make the process smoother.

- What is the nature of your physical challenge?
- What is the width of your wheelchair?
- How tall do you sit in it?
- Would you prefer a rear-entry or side-entry vehicle?
- Will you need additional equipment like driving controls or a transfer seat?
- Do you plan to ride from your wheelchair or transfer?
- Do you need to secure financing?
- What is your budget?
- Are you interested in new or used vehicles?

## Don't Be Afraid to Ask Tough Questions

Your mobility consultant is ready, willing, and able to give you the answers you need. So don't be shy. Come with your questions ready. Or use the following list of questions as a jumpstart:

- Has the vehicle been used as a demo?
- Will other fees be added to my purchase?
- Can I take a test drive?
- What is the warranty coverage?
- How much is the vehicle after fees and licensing?
- Is insurance different for a wheelchair accessible vehicle?
- Where can I receive driver training?
- Will you contact me in case of a recall?
- What is the safety rating?
- Could I see how tie downs work?