# Alpha CBA's - "Deal Summary"

| | | | |
|---|---|---|---|
| | **Dealership Name** | | |
| | **Contact** | | |
| **Step 1 - Select the Right Car** | **Phone #** | | |
| Model Year | | | |
| Make | | | |
| Model | | | |
| Style, Color and Options | | | |

| **Step 2 - Value Your Trade** | | | |
|---|---|---|---|
| Model Year | | | |
| Make | | | |
| Model | | | |
| Style, Color and Options | | | |
| Mileage | | | |
| **"Trade-In" Value: GOOD Condition** | | | |
| Carmax / Other Appraisal | | | |
| Gross "Trade-In" Value | | | |
| less: "Loan Pay-Off" Balance | | | |
| **Net "Trade-In" Value (A)** | | | |

| **Step 3 - Price Your New Vehicle** | | | |
|---|---|---|---|
| TrueCar® "MSRP" | | | |
| TrueCar® "Invoice Price" | | | |
| **TrueCar® Exceptional Price (B)1** | | | |
| Costco Price | | | |
| "Dealer Cash" and "Rebates" | | | |
| "Rate Incentives" | | | |
| **Vehicle Price (B)2** | | | |

| **Step 4 - Compare Buying vs Leasing *** | | | |
|---|---|---|---|
| Disposition Fee ("Lease") | | | |
| **"Residual Value" (C)** | | | |

* Skip this step if buying

| **Step 5 - Secure Financing** | | | |
|---|---|---|---|
| **Credit Score** | | | |
| Bank or Credit Union or Online Source | | | |
| **Down Payment (D)** | | | |
| "Term" (months) | | | |
| "Annual Percentage Rate" | | | |
| **Finance Charges (loan) / "Finance Fees" ("Lease") (E)** | | | |

| **Step 6 - Understand Dealership Products** | | | |
|---|---|---|---|
| **"F&I Products" Price (F)** | | | |
| Terms (Coverage, Time, Miles) | | | |

| **Step 7 - Visit the Dealership** | | | |
|---|---|---|---|
| Dealer, Doc, License and Registration Fees | | | |
| Delivery and Other Fees | | | |
| State Taxes and Local Taxes | | | |
| **Total Fees and Taxes (G)** | | | |

| **Step 8 - Close the Deal** | | | |
|---|---|---|---|
| **Total Out-the-Door Price (B - A - C - D + F + G) **** | | | |

** Excludes Finance Charges / "Finance Fees" (E)