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## **CARS checklist**

by *Gil Van Over*

I was at a Chevy dealership last Thursday hearing all lamenting the administrative nightmare that is Cash for Clunkers.

The day started by talking about the voluminous paperwork, duly noting the ironic obligatory government disclosure at the end of the twenty something page document about the "Paperwork Reduction Act".

In the middle of the day comes word that the program may be out of money by the weekend.

Early that evening we receive quasi assurances that the program will be funded with additional monies.

All the while, no one can get on the website to register their sales. Hopefully, once you did get on the website at 3:00 a.m., you got everything right, because I suspect that you should be working this CIT list like you've never worked one before!

Here are a few items you can put on a CARS checklist to help make sure you have everything you need.

### Disclaimer

By the time you read this, the government may have amended the program again. If so, it ain't my fault.

### Checklist Items

Now, the list of items that should be on your checklist:

- Signed disclosure
- Category of trade
- Trade driven in
- Amount of rebate
- Customer and dealer affidavit
- Customer survey (forget optional)
- Proof of one-year's insurance
- Proof of one-year's registration
- Scrap value assigned
- Clear title
- Engine disabled and scrap released
- Deal submitted to government
- Deal approved by government
- Got our money from government

Now, more than ever, good luck and good selling!

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