



boat show shopping tips

Find selection, information, expertise and once-a-year deals—all under one roof. Here are tips to help you make the most of your time at the show.

Plan a course of action

Grab a show guide to chart your course for the day. It will include exhibitor, boat, and product listings and a floor plan to help you navigate the show.

Determine what type of boat you want

If you're not sure which type of boat is right for you, take time at the show to talk to experts who can help you determine what kind of boat will suit your lifestyle.

If you already know which type of boat you want, use the show to compare brands and models.

Take your time

Give yourself a minimum of two hours to see everything.

Boost your Boating IQ

Attend boating seminars or workshops. Visit the Discover Boating Centre for expert, unbiased advice. The staff can answer your questions and offer brand-neutral advice on items like hull design or engine options.

Take notes

Keep track of the exhibits you visit and boats you like. Snap photos with your digital camera or smartphone.

Compare boats

Shopping at a boat show allows you to compare a number of boats in a relatively short amount of time. Make the most of your opportunity:

- Climb aboard and take a seat at the helm. How does it feel?
- Sit in the passenger seats. Are they comfortable?
- Examine the instrument panel. Is it well-designed and intuitive?
- Check for storage space and other amenities such as live wells. Will they meet your needs?
- Talk to the sales representatives. Are they knowledgeable, helpful and friendly?

Weigh your options

Review your notes. Narrow your choices to 2 or 3 boats and head back to those dealers. Ask about:

- Rebates, warranties, delivery, service, training and insurance
- Financing, special offers and incentives

Buy Your Boat

Compare your offers and make a final decision. Go back to the dealer and sign the paperwork.

congratulations,
you're a **new boat owner.**



worksheet

shopping the show



Boat Specifications

Boat 1

Boat 2

Boat 3

Brand _____
 Dealer _____
 Model _____
 Length/Beam _____
 Power _____
 Seats _____
 People Capacity _____
 Weight Capacity _____
 Colour _____
 Delivery Date _____

Standard Features

☐
☐
☐
☐

☐
☐
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☐
☐
☐
☐

Optional Equipment

☐ \$ _____
☐ \$ _____
☐ \$ _____
☐ \$ _____

☐ \$ _____
☐ \$ _____
☐ \$ _____
☐ \$ _____

☐ \$ _____
☐ \$ _____
☐ \$ _____
☐ \$ _____

Costs

Cost of Boat \$ _____
 Cost of Engine \$ _____
 Cost of Trailer \$ _____
 Cost of Options \$ _____
 Delivery Charge \$ _____
Total Cost of Package \$ _____
 Taxes (incl HST) \$ _____
Total Cost \$ _____

\$ _____
 \$ _____
 \$ _____
 \$ _____
 \$ _____
 \$ _____
 \$ _____

\$ _____
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 \$ _____
 \$ _____

Financing

20% Down \$ _____
 Finance Cost \$ _____
 Monthly Cost \$ _____

\$ _____
 \$ _____
 \$ _____

\$ _____
 \$ _____
 \$ _____

Comments

