

## Before you Go

### Verify it's not a trap

- Bike actually exists
- Seller not acting sketchy
- Trust your instincts

### Know about The Bike

- Google it
- Bike Specific Gotchas
- Can you walk away with it?

### Know Your Extra Costs

- Get an Insurance estimate online
- Do you still need to buy gear?

### Set Your Acceptable Prices Now

Low	Expected	High

### Guidelines:

- High: Absolute most you'd spend.
- Expected: Price you'd pay that feels ok.
- Low: Lowest you think you can get away with if it's crappy but saveable.

### Danger Signs From the Road

- You are outnumbered
- The Location looks unsafe
- Location is not visible from road
- Seller doesn't come out of the house/building where the bike is

Fold middle over left →

The first two pages are only for you – don't let the seller see them. Fold it up so you can use the checklist on site. Happy Hunting!

-Todd and Chuck

## Negotiating

### Sellers

The seller is not your enemy, but is definitely **not your friend**. Things they say offer clues, but shouldn't be taken at face value.

### *Seller may be Stupid (lower price)*

- Doesn't know specifics about bike
- Uses incorrect terms like "bullet bike."
- Brags about themselves

### *Seller may be Smart (higher price)*

- Knows specifics of service done to bike.
- Another Visible bike well taken care of.
- Listens to Wheelnerds.

### *Meaningless Bullshit*

- Who worked on it before.
- Had a lot of calls about it.
- Whether anything worked previously.
- What anyone else says about bike

The Only Things That Matter are the current state of the bike and the amount of money changing hands.

### *Standard Negotiation:*

- **You:** I'm interested how about [Low \$]
- **Them:** I could do [Barely Below Asking \$]
- **You:** (pretend to think and examine bike) Yeah I can't go that high with [Whatever Problem]. How about [Just Below Expected]
- And So On until you land at or near Expected.

←Fold middle over left.

Fold Right over back of middle →



## Wheelnerds Bike Inspection Checklist

If any VIN is ground off or scraped off bike, politely say "No thank you" and GTFO.

☹ - Serious	☺ - Fixable	☺ - OK
<b>Papers</b>		
No title or wrong name on title	Title owned by bank w/ proof	Clear Title in hand.
<b>Body</b>		
Rusted holes	Rust with texture	Surface rust (no texture)
Rust visible thru paint.	Paint faded, scuffs and dings	
Dents and scratches that form a line (crashed)	Isolated dents or scratches	
<b>Tires + Driveline</b>		
Cracks on side, no tread, soft or flat	Some tread left	Brand new tires w/ nubs
Rear Sprocket missing teeth	Rear Sprocket sharkfin teeth	Nice Triangular Teeth
Wet Oil under shaft drive.	Noisy Chain	
<b>Fluid Leaks</b>		
Oil from Upper engine	Oil from bottom of engine	
Gas, Brake Fluid, or Coolant visibly leaking	Dried Coolant near host connections	
<b>Brakes + Suspension</b>		
Brakes Don't Stop	Brakes mushy but work	Brakes stop, firm lever
Scrapes you can feel with your nail on inner fork tube	Wet oil goober when you pump fork	
Rear Suspension maxed out and still squashed		
<b>Engine</b>		
Doesn't start.	Starts but only runs w/ choke	Runs + Rides