

WHY BUY A CERTIFIED PRE-OWNED MINI?



MINI OF ANNAPOLIS

21 Old Mill Bottom Rd N, Annapolis, MD 21409
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**CERTIFIED
PRE-OWNED**



WHY BUY A CERTIFIED PRE-OWNED MINI?

There are tons of decisions to make during the car-buying process. Before you even step foot in the dealership, you need to decide whether you want to buy a new, used, or certified pre-owned vehicle.

While new vehicles offer brand-new everything, you'll need to pay a premium price for all the features you want, and you'll likely lose money if you sell the car within a few years because of depreciation.

Used cars can be a great option for those looking to save money both now and later, but they can present problems when it comes to maintenance and warranty coverage. That leaves one more option: certified pre-owned (CPO) vehicles.

Certified pre-owned vehicles are used cars that undergo a thorough inspection and process to ensure their viability before being offered for sale. These vehicles must meet a specific age, mileage, and maintenance requirements to be certified. Often, they're refurbished by the dealership before being put up for sale to ensure they're in suitable working order for their next owner.

When that vehicle happens to be a MINI, you'll be sure to have a full suite of cutting-edge tools and amenities that'll make you feel like your car just hopped off the manufacturer's assembly line. However, before we discuss those features, let's first dive into the benefits of choosing a MINI with a certified pre-owned label.



3 BENEFITS OF BUYING CERTIFIED PRE-OWNED



A certified pre-owned MINI must meet or surpass a series of strict manufacturer benchmarks to ensure every inch, both inside and out, is as pristine as possible. Additionally, certified pre-owned vehicles usually come with benefit packages that allow you to drive with confidence and peace of mind.

There are several reasons to consider buying a CPO vehicle. Below are the top three reasons.

1. RIGOROUS INSPECTIONS ENSURE THE CAR MEETS MANUFACTURER STANDARDS.

Each certified pre-owned MINI undergoes a strict and thorough inspection prior to being certified. Whether you're opting for a MINI Cooper S Clubman or a MINI Cooper Hardtop, the manufacturer sets forth a series of regulations to preserve the quality of the vehicle. Some of these items include roadside assistance and much more.

2. ENJOY PEACE OF MIND WITH AN EXTENDED WARRANTY.

When you choose a certified pre-owned MINI, you'll have the advantage of exclusive warranties. This plan covers you and your vehicle for two years or 50,000 miles after the expiration of the 4-year/50,000-mile New Passenger Car Limited Warranty.

That means you're covered for six years or 100,000 miles with the added perk of six years of 24/7 Roadside Assistance. With this kind of plan, you can drive down the road with peace of mind.

3. ADDITIONAL BENEFITS:

On top of that, your certified MINI comes with added benefits you won't get with a used vehicle, such as reconditioned parts, a protection plan, and access to genuine parts for any replacement.





CERTIFIED PRE-OWNED CHALLENGES

Choosing a certified pre-owned MINI for your next car comes with plenty of benefits. However, even though your sporty ride has received a full inspection, you should still keep an eye out for potential issues.

When you finally get to see your MINI in person, you'll still want to walk around the car and look for signs of wear and tear. A vehicle inspection is designed to ensure that the vehicle is running well, but you should still check for red flags like exterior damage, dents, and chipping paint. If you notice any of damages, alert the dealer right away so that the vehicle can be repaired.

In addition, you'll want to make sure you get good warranty coverage on your certified pre-owned vehicle so you don't need to worry about problems down the road. Roadside Assistance and a Limited Warranty are common perks for certified pre-owned vehicle purchases, and they're exactly what you'll find when you choose a certified pre-owned MINI.



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4 THINGS TO LOOK FOR IN A CERTIFIED PRE-OWNED VEHICLE

Even if your MINI has been inspected by the dealership and has passed the manufacturer inspection, you'll still want to carefully analyze every aspect of your vehicle. Whenever you're making a large purchase, you want to make sure it's a good buy. Here's a list of four things to look for while you're shopping:

1. CARFAX® VEHICLE HISTORY EREPORT

This report will usually tell you if the vehicle has been in any accidents and has had any major work done. The CARFAX® report should indicate whether your MINI has experienced the following:

- Structural damage
- Mileage rollback or rollover
- A major accident
- Multiple owners
- Flood damage
- Airbag deployment

This information can be helpful so you know whether you're willing to take the risk on the vehicle. With important details like length of ownership, warranty information, and recall information, you'll make an educated decision about the vehicle you're considering.

Fortunately, it's easy to access your MINI CARFAX® report. You can find these records in each listing on a dealer's website or once you're in the showroom. That way, you don't have to go hunting for basic information on your certified MINI.

2. MECHANIC'S INSPECTION

Vehicle inspections vary depending on the manufacturer, the dealership you're considering, and the actual state of the vehicle. All MINI Certified Pre-Owned vehicles go through an intensive inspection, receive necessary repairs, and come with an extensive and inclusive manufacturer warranty.

With that kind of attention to detail, you can drive confidently behind the wheel of your MINI Cooper S Countryman ALL4 or whichever dependable MINI model you choose.



3. COSMETIC WEAR & TEAR

Once you're face-to-face with your thrilling MINI automobile, do a quick walk around the exterior and a look at the cabin.

On the exterior, make sure the paint is even, smooth, and the same color. Look at the tires to make sure there's enough tread and that they'll last you for a little while. Also check for dents, scratches, and blemishes.

If you spot something you don't feel comfortable with, talk to the salesperson and see if you can have it fixed prior to delivery. Sometimes, the dealership will have these repairs made prior to the sale.

We also recommend looking inside the vehicle to ensure it's clean and in good condition. Pay attention to the way the interior smells. It's a wise idea to take the test drive with the windows up so you can get the regular, everyday experience. For example, if you're not a smoker and you're buying a vehicle that smells heavily of smoke, that may bother you in the long run.

4. REGULAR MAINTENANCE HISTORY

Sometimes, the dealership will have a copy of the vehicle's maintenance history. If it was a leased vehicle or received all its maintenance from that dealership, you're probably in luck.

If not, take a close look at the warning signs to know how well the vehicle was maintained. This means checking the oil dipstick for the oil level and the state of the oil. If it's a transparent amber color, the engine is in good shape. If it's clumpy, separated, or a dark brown color, you may want to ask a few more questions.



HOW TO CHOOSE YOUR CERTIFIED PRE-OWNED DEALER



When it's time to begin your car-buying journey, you want to choose the dealership that's right for you. There are a few things you'll want to look for as you're shopping for a great certified pre-owned MINI dealer near you.

• BRANDS OFFERED

This may seem a bit obvious, but you want to make sure the dealership you choose presents a supply of certified pre-owned MINI vehicles. Certified pre-owned vehicles should come from a dealership that sells new MINI cars.

These vehicles will go through a more rigorous inspection, so you can feel assured that they're in excellent shape. You'll also know that these vehicles were maintained and inspected by a mechanic who's an expert at working with that manufacturer.

• SIZE OF INVENTORY

Look online at the dealership's inventory of certified pre-owned vehicles. Make sure you have a few choices. Print out your favorite MINI automobiles, and bring them with you to the dealership. You can schedule a test drive in advance so you don't need to worry about waiting once you get to the dealership.



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• DEALERSHIP REPUTATION

Ask friends, family, colleagues, and neighbors about the dealership you're considering. Make sure the dealership has a great reputation for high-quality vehicles and a trained staff of automotive service professionals. All these factors will ensure that the vehicle you're considering is in excellent shape.

• CONVENIENCE

Are they located close to your home? Do they offer online scheduling for service appointments? Do they offer convenient hours that work with your schedule? These are all important for your ongoing relationship with the dealership.



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WHAT'S YOUR PEACE OF MIND WORTH?

Overall, certified pre-owned MINI vehicles offer what used vehicles simply can't: peace of mind. When you buy a vehicle that's been refurbished, received all the necessary repairs, and is covered by a warranty, you'll feel comfortable knowing the MINI you purchased is in remarkable shape.

If you have any questions about the history of your MINI, you'll have all the information you want and need right at your fingertips.

Contact your local MINI dealership today to start your certified pre-owned car-buying journey, and good luck with your new ride!

\$500 OFF Purchase of any new vehicle



Print this coupon and present it to the dealership at time of write-up. Limit one coupon per household, per transaction. Prior sales excluded. Valid only at MINI of Annapolis. Offer expires 12/31/2017.

\$250 OFF Purchase of any used vehicle



Print this coupon and present it to the dealership at time of write-up. Limit one coupon per household, per transaction. Prior sales excluded. Valid only at MINI of Annapolis. Offer expires 12/31/2017.



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