

Buy
Boat Show
Tickets
Online

I want to
Become
a Member

Search for
Products
& Services

News
from the Press
Room

Search for
Boating
Jobs

Stay Updated!

Keep updated with the latest news and events from MBIA. Enter your email address above.

Boat Shows

[<-back](#)

Buying A Boat at the Boat Show is Easy if You Follow A Few Guidelines

Interested in buying a boat but unsure about where to begin?

The Spring Boating Expo has a "Discover Boating Center" and a "Boating Answer Man" to help you through the process. Once you've gone through the 10 steps outlined below, the Boating Answer Man will give you additional guidance on the type of boat that will best suit your needs. The Discover Boating Center will show you a variety of boats that can be purchased for under \$200 per month. Studies show that satisfaction levels go up when consumers research their purchases thoroughly.



#1: Analyze the type of activity you want to pursue. Some boats are made for a specific boating purpose, such as water skiing, while other boats serve multiple purposes. Determine the water activities you want to undertake and select a boat that meets those requirements.



#2: With whom will you boat? Will your boating activity include your spouse and three children? Do you plan to include friends on boating trips? Think about the people who will be boating with you when considering space requirements in terms of both seating and sleeping capacities.

#3: Where do you want to spend your time boating? On an inland lake or on the Great Lakes? Smaller boats may not be suitable for use on larger lakes, especially the Great Lakes. Consider the flexibility offered with a "trailerable" boat in terms of selecting boating locations versus keeping your boat in a wet slip at a specific location.

#4: Do your homework! Use your boating experience and knowledge to your advantage. If your experience is limited, gain as much knowledge as possible from boating publications, other boaters, and boat dealers and marinas. A way to save time while gaining information and learning about product options is by attending boat shows. You can see lots of boats and meet several dealers in a short timeframe.

#5: Consider your budget. An entry-level boat can be purchased for less than \$200 per month. Interest rates have declined in recent months and boat loans are available for longer terms than auto loans. Before discussing finance options, make sure you have a clear understanding of the additional options you want to include on your boat, such as electronics.

#6: Understand all potential expenses. Consult with your boat dealer and marina operator to determine additional expenses you may incur. Operational costs may include fuel, maintenance, insurance and spare parts. Other expense considerations include winter storage as well as winterization of engines, water systems, heads and holding tanks, and seasonal slip rental.

#7: Know your personal preferences. Some people enjoy tinkering about their boats. Maybe you like to sand and varnish. Or, you may like to have someone else take care of the details. Whatever your preference, make sure that your boat selection aligns with your lifestyle.



#8: Should you have a vessel inspection? There is nothing like the new boat fiberglass smell. However, if you purchase a previously owned boat it is advisable to hire a marine surveyor to inspect the vessel, and make your purchase contingent upon the results. Most dealers can recommend a surveyor. For a boat dealer near you, call the Michigan Boating Industries Association at 1.800.932.2628.



#9: Know about warranties, extended warranties and manufacturer/dealer support. Manufacturer's warranties on new boats are similar but vary in terms of length and inclusions. Also, extended warranties can be purchased from your dealer as part of a new or pre-owned boat purchase. Talk with other boaters to help determine the reputation of boat manufacturers and dealers.

#10: Be comfortable with your decision! Remember that boating is like other major purchases. How you feel about your purchase is driven by the value you receive from the experience of owning and operating your boat.

"Don't let the unknown keep you from making a purchase that, in my opinion, will change your life for the better," said Boat Show Manager Van Snider, president of the Michigan Boating Industries Association. "Life is better with a boat because you can relax, spend quality time with family and friends, develop new friendships, enjoy Michigan's beautiful water ways, and have fun."

last updated: 2/24/2005 12:34:32 PM

[Privacy Policy
& Disclaimer](#)

Copyright© 2002, Michigan Boating Industries Association
32398 Five Mile Road, Livonia, MI 48154-6109
p: 734.261.0123, 800.932.2628 | f: 734.261.0880 | email: boatmichigan@mbia.org



Created By
[Edict
Incorporated](#)