



How To Buy Your Dream Bike

Hi,

"What is the best motorcycle for me?"

I'm asked this question all the time - and it's actually pretty hard to answer without context.

Is this your first bike or have you been riding a while? If you already have a bike what is it? What do you like about it? What are your dislikes? How long are you hoping to keep your new bike? Do you have friends that you'll be riding with? Do they do long day rides or overnights? Hotels or camping? Where would your first ride be after you get your dream bike? Mountains? Barstow or Baja? The list of questions goes on...

Once you've handled many of these questions you can move on to your budget. Is your budget based on cash or a monthly payment? How is your credit? Have you had a motorcycle loan before?

No matter how you answer this second set of questions, motorcycles are available for all types of budgets and credit situations.

That said, there are some tried and true favorites that always pop up as perfect bikes for people that answer the questions.

Here are a few of them:

- 1. 2021 KTM 890 ADVENTURE.** It's a lightweight adventure bike for under \$15,000 that has a ton of standard features not found on others in the same range. I highly recommend it!
- 2. 2020 KTM 1290 SUPER ADVENTURE R** - This is what I recommend for those who plan on longer rides, 95% road riding, and have previous riding experience. Still under \$20K (\$18,599), they're a lot of motorcycle for the money.
- 3. 2020 KAWASAKI VERSYS 1000 SE LT+** - By far and away the truly do-it-all sport-touring bike is the Kawasaki Versys.. Another one under \$20K at \$17,199 it's reliable and fun to ride. Features like the electronic suspension control, quickshifter, ride modes, and electronic cruise control, send this bike down the road in comfort.



1. Choose the type riding you want to do
 - a. -Dualsport
 - b. -Adventure
 - c. -Enduro
 - d. -MX
 - e. -Sport
 - f. -Cruiser
 - g. -Touring
 - h. -Scooter

2. Narrow the brands down to the ones that cover the type of riding you want to do. Place a check mark next to each one that qualifies.
 1. KTM
 2. Kawasaki
 3. Husqvarna
 4. Honda
 5. BMW
 6. Suzuki
 7. Yamaha
 8. Harley Davidson
 9. Aprilia
 10. Ducati
 11. Other

3. Locate multiple dealers of the brands you're interested in.

Within 25 miles

a) Brand A Dealership_____ Website_____

Phone # _____ Contact_____

Notes_____

b) Brand B Dealership_____ Website_____

Phone # _____ Contact_____

Notes_____

c) Brand C Dealership_____ Website_____

Phone # _____ Contact_____

Notes_____



Within 100 miles

d) Brand A Dealership _____ Website _____
Phone # _____ Contact _____
Notes _____

e) Brand B Dealership _____ Website _____
Phone # _____ Contact _____
Notes _____

f) Brand C Dealership _____ Website _____
Phone # _____ Contact _____
Notes _____

Within 150 miles

g) Brand A Dealership _____ Website _____
Phone # _____ Contact _____
Notes _____

Brand B Dealership _____ Website _____
Phone # _____ Contact _____
Notes _____

Brand C Dealership _____ Website _____
Phone # _____ Contact _____
Notes _____



4. Email each dealer on your list with the copy and paste questionnaire, or create one that's similar.

Hi, I'm looking for a (insert year, make and model). Do you have one? If so, how much is it and are you offering any specials right now?

I know that this email is pretty short but there typically isn't much reason to type out a lengthier one.

5. Be prepared for a few dealerships to send out a quick response, some others with some very slow responses, and you'll find some that unfortunately won't even respond to your request. The great thing about sending emails is it weeds out some of the dealerships you probably don't want to do business with. Don't forget... part of a good deal is dealing with people that will take care of you during and after the sale. If they won't even answer your email then you've got to wonder what their service is like after you hand over your money.
6. Start crossing the sub-par dealerships off your list. Typically there is no good reason to continue trying to buy something from a dealership that won't respond to an email.
7. Now that you have responses and prices you should begin asking for trade values (if you have a trade), payment options, and extra accessories that you're going to want. Don't forget that you can typically get the same, if not better deal if you purchase accessories at the same time you're buying the bike.

This how to is a work in progress. It contains what we've found people asking or looking for the most when trying to find their perfect motorcycle. Make sure that you've found a dealer with a transparent process. At Mt. Baker MotoSports, you will get a minimum of **10 Payment Options** while you're searching for the perfect bike. And yes... whether you're paying cash or financing, you'll still get 10 Different Payment Options. That's part of finding the perfect bike.

Now that you've read this. Call or email us to see if we have what you're looking for. Call us at 360-676-4096. You can even text us at the same number. When you call or text us, you'll find out that you're talking to people that ride.

Come Ride With Us!
Mt. Baker MotoSports
Bret Dodd/Owner
Steve "Woody" Woodward
Bellingham, WA
360-676-4096