

The 7 Biggest and Most Costly Mistakes Consumers Make When Buying a Motorhome and How You Can Avoid Them





The 7 Biggest and Most Costly Mistakes Consumers make when Buying a Motorhome

For many consumers buying a motorhome can be a minefield full of pitfalls and unforeseen traps. But it is rather straightforward when you know what you're doing... when you have instant access to the right advice, skilled tradies and good old Aussie know-how.

Australia's trusted motorhome conversion team is at your service to provide the solutions you have been looking for. We understand everyone has different needs and will travel for different reasons to a varied list of destinations.

In our experience there often is no "one size fits all" drive away motorhome. And look, we're well aware of the realities many consumers face when making big decisions concerning their travel plans.

To help you, the crack team at **The Motorhome Conversion Company** has come up with the following *7 Biggest and Most Costly Mistakes Consumers Make When Buying a Motorhome and How You Can Avoid Them.*

Here they are...

Biggest and Most Costly Mistake #1: Not Enough Thought and Consideration Given to the Design and Layout

Motorhomes come in three classes: A, B, and C. You can buy off the showroom floor, have one built to a standard design or have one custom built. The best motorhome for you will vary, depending on your preferred lifestyle needs, intended travel plans, experience level, budget and need for creature comforts.

The most expensive motorhomes are built from scratch starting with only the cab and chassis. More cost effective options are motorhome conversions where only the fit-out is done inside the vehicle. Hence, you first need to research, check, verify and then finalise what motorhome you want. We find this takes the majority of people's buying time. And fair enough, you want to get it right.

Common "mistakes" we hear about from people who come to **The Motorhome Conversion Company** looking to upgrade their existing motorhome bought elsewhere include...

"We need more storage"

"We wish we'd bought a bigger fridge"

"The bed is so hard to make, wish we could walk around it like at home"

Of course, all of these problems can be solved. Many people we work with love the space and functionality of their motorhome. So yes, take your time to get it right, you won't regret it.

Biggest and Most Costly Mistake #2: Choosing the Wrong Vehicle Type to Suit Your Skills and Experience

This one sounds obvious but it's surprisingly common... We find this mistake falls into three categories...

First people who prefer automatic (or only have an automatic licence) buy a manual. Because of lack of confidence the vehicle rarely sees the blacktop.

Second goes like this... I bought a motorhome too big and too heavy and now I even have to sit for a different licence. Again this just takes time and robs you of the immediate joy of driving away, not a care in the world

Third which is probably the most annoying of all... I didn't check the height clearance in my garage first, now it won't go in. Which leads to all sorts of arguments at a time which should be one of the happiest of your lives.

Now you've been informed, I'm sure you won't make these same mistakes. Please just do your homework thoroughly and choose the right company to suit your needs.

Biggest and Most Costly Mistake #3: Not Insisting on Stringent Consumer Protection Guarantees

This is vital to your peace of mind and ultimately stress-free travel. You must insist on STRONG guarantees from the company you deal with.

Unlike the auto industry, which has consolidated into a handful of large reputable companies, there are dozens of motorhome manufacturers. Some are solid companies. Unfortunately, others are not. A few even specialize in ultra-cheap campers that fall apart fairly quickly.

You need to be protected. In fact their consumer protection policies, warranties and guarantees should be one of the first questions you ask.

Also, make sure you're very clear about their capacity in terms of after sales service.

You'll find **the Motorhome Conversion Company's** guarantees in the last section of this package. Feel free to compare these to other companies you may be researching.

Biggest and Most Costly Mistake #4: Selecting the WRONG Dealer

Most people don't realize how crucial it is to pick the right dealer. Many motorhome dealers are honest, hardworking, and passionate about motorhomes. A few just want the sale so they can move onto the next sale. Obviously, a bad or unethical dealer can cheat you out of thousands of dollars (and you won't even notice). But there's more to it than that. Remember, you'll have your motorhome for years. So you'll spend more time with the dealer after the sale (for maintenance and service) than you did before the sale. Again, a good dealer will make your motorhoming a happy experience, while a bad one will make you wish you'd never heard the word motorhome!

Trust your gut instincts and choose wisely.

Biggest and Most Costly Mistake #5: Falling for Slick Sales Tactics

If you're like most people you will buy only one or maybe two motorhomes in your life (on average about once every 5 or 10 years). On the other hand, a motorhome salesman negotiates with people like you every single day. Which one of you has the advantage when you walk on the salesman's lot, or attend motorhome shows?

You need to educate yourself about the tactics that will be used against you. Remember, forewarned is forearmed.

Biggest and Most Costly Mistake #6: Not Checking the Paperwork Carefully

Here's a quick rundown on what's most important to check thoroughly...

- *all dealer paperwork*
- *the VIN number*
- *registration*
- *odometer (for kilometres travelled)*
- *compliance for gas and electricity*
- *weight*

If you are caught with the wrong paperwork on the roads, you run the risk of a hefty fine and worse of all could even lose your licence or motorhome

Biggest and Most Costly Mistake #7: "I Wish We'd Done this Sooner"

This is the worst one of all... regret is a terrible emotion to live with. Honestly, I hate it when I see people in our showroom with "that" look in their eyes. They pour over a vehicle and don't say too much. But you know it's coming. Something along the lines of... *"I should have bought it earlier in my life because I'm too ill to travel far now"* or even, *"I simply left it too late"*.

I admit, I don't enjoy those days!

So please, if you want to do it... just do it!!! This isn't a sales pitch, not at all. Whether you buy from us or someone else right now is irrelevant. Freedom really is a decision away as those who've had the courage to make the leap will tell you.

Get Your Own Team of Experts Working for You

At The Motorhome Conversion Company you're in the right place because we have a team of experts on hand to cover all your design, installation and accessories needs. Should you wish to find out more about creating your dream new lifestyle...

Visit our industry-leading indoor all-weather showroom at

12 Aranda Street Slacks Creek Qld 4127 *or*

email us at info@motorhomesoz.com.au *or*

visit our website www.motorhomesoz.com.au *or*

freecall **1300 851 079**



Stories from Recent Travellers...

"Very Satisfied!"

"I was looking for a Campervan and decided that **The Motorhome Conversion Company** was a good choice.

I am very happy with their customer service and I have done over 1,100 kms on the first weekend I bought the Camper. I give a 10 for the overall experience I had with **The Motorhome Conversion Company!**

Mervyn Yeomans, Aratula – QLD



"Dream Campervan!"

"Our search for a campervan led us to **The Motorhome Conversion Company** stand at the Pre-Xmas Camping Show at Brisbane. Once we finalised our van, we were even happy to wait for a few extra days as we wanted everything as good as it was going to get. We went on our first holiday to Bundaberg and people applauded after watching the electric roof go up and down so effortlessly".

There is no motor home like my motor home anywhere near my motor home, therefore it must be "THE MOTOR HOME!"

Bryan & Merrilyn Gething, Springfield – QLD



"Totally Assured!"

"I came across **The Motorhome Conversion Company** at one of the Trade Shows. After talking to them a couple of times, I bought a Toyota Coaster and a Mazda Gekko Campervan.

John sets a high standard example which is followed by everyone in the company. I am completely happy with their customer service and immediate response when needed".

Phil Evans, Currumbin Waters – QLD



Phone 1300 851 079

Email info@motorhomesoz.com.au

Address 12 Aranda St, Slacks Creek, Qld 4127