



for purchasing an instrument!

The DOs:

- Consult your band director. They usually already have a good relationship with select dealers.
- Brand matters! Consult your private teacher and/or band director!
- Shop around! Get as much information as you can.
- Be open minded to NEW and USED instruments.
- Remember to think about an instrument purchase as an investment. If you buy a GREAT quality instrument NOW you will be able to get even MORE money out of it if you ever wish to sell it!
- Do know that pro model instruments DO NOT usually come with pro model mouthpieces and accessories. Some reputable music dealers will drastically cut the cost of a pro model mouthpiece or accessories if you are purchases an instrument from them. It does not hurt to ask!

The DON'Ts:

- Do not buy instruments from places that are NOT reputable musical instrument dealers (no purchasing from stores that sell food, underwear, lawnmowers, etc.). These instruments can be of extremely poor quality, and cannot be fixed in an instrument repair shop. Both the student and parent will end up frustrated.
- PINK, RED, BLUE, PURPLE – these are NOT the colors of quality instruments and can be difficult to resale and/or trade back in. Stay away from instruments with nontraditional colorings.
- Try to stay away from purchasing online – unless they are a reputable company and have a good return policy.
- Don't purchase a new version of a student line instrument (little-no resale value). If funds are the issue, wait until there are sufficient funds for an intermediate or profession line instrument.

Tips for Buying Used: *A used well maintained step-up instrument is better than any beginner instrument and day!*

- Know the age of the instrument – however old is not necessarily bad
- History of the instrument – Can the dealer give you ALL the names of the previous owners? How long was it played? How long has it sat without being played?
- Repair history – Has the instrument had a Good playing condition check? – corks, wood, pads, valves, slides, other
- Appearance of the instrument – Are there many dings, dents, or tarnish?
- Most used instruments will need some kind of repair to help to get it in the best possible playing condition.
- When purchasing used, you should always take the instrument to a repair person for a repair estimate and appraisal before completing the sale.

If a dealer has a problem with any of the requests above – BUYER BEWARE!