



## 10 Mistakes to Avoid When Purchasing a Longarm Machine

### 1. Not Buying from True Longarmers

**Mistake:** Purchasing from a dealer who has limited experience with longarm machines puts you at a greater risk of not receiving the training and support you require.

**Solution:** Ensure you buy from a dealer with extensive experience and positive Google reviews. MK Quilts provides valuable guidance and support throughout the buying process and more importantly the training and support after the sale.

### 2. Not Understanding Your Needs

**Mistake:** Buying a machine without a clear understanding of your specific quilting needs and preferences can lead to wasting money on an inadequate system.

**Solution:** Evaluate your quilting style, the type of projects you typically undertake, available space and your future ambitions. MK Quilts will help you choose a machine that fits your requirements perfectly because they are quilters and longarmers.

### 3. Overlooking the Importance of Training and Support

**Mistake:** Neglecting to consider the training and support offered by the dealer can leave you frustrated and unable to use your machine.

**Solution:** Choose a dealer who provides comprehensive training and ongoing support. MK Quilts is recognized as a leader providing live and recorded training internationally. The MK Quilts University facilitates ongoing training on how to use and maintain longarms.

### 4. Focusing Only on Price

**Mistake:** Making a decision based solely on the cost of the machine often leads to retailer regret and costs more money in the long run.

**Solution:** Consider the machine's features, quality, and the support package offered. A slightly higher initial investment can save you money in the long run by reducing maintenance costs and increasing productivity. MK Quilts guarantees lowest allowed pricing on the machine and customizes the support package to your needs.

## 5. Ignoring Machine Features and Specifications

**Mistake:** Not thoroughly researching the machine's features and specifications can result in you lacking needed features or paying for features you do not require.

**Solution:** Talk with experienced longarmers that use different brands and models. Understand that several brands of longarm machines are manufactured by Handi Quilter and sold under other names. Talk with MK Quilts Longarming experts about whether computerized robotics makes sense for you.

## 6. Buying based solely on Location

**Mistake:** Buying a machine from the closest retailer can lead to post sales regret. Too many go out of business after a few years or have little post sale training and support.

**Solution:** Good qualified retailers are hard to find in most areas of the country. MK Quilts has been in business since 2008 and has won awards for Sales, Training, and Support. They have happy customers in almost every state in the United States and understand how to provide exceptional support to even the remotest customers.

## 7. Not Testing the Machine Before Purchase

**Mistake:** Buying a machine without testing it first.

**Solution:** Whenever possible, test the machine to get a feel for its operation and performance. This hands-on experience can be crucial in making the right choice. MK Quilts has all standup versions of the longarms available for test drives. If remote, shows and other retail shops are options.

## 8. Neglecting Maintenance and Servicing Needs

**Mistake:** Overlooking the importance of regular maintenance and servicing.

**Solution:** MK Quilts has sold hundreds of machine across the United States and is recognized for exceptional support and training. When an experienced technician is not available, MK Quilts utilizes remote tools and offers options for self-maintenance saving a customer money.

## 9. Underestimating the Space Requirements

**Mistake:** Not considering the space needed for the machine and its frame.

**Solution:** MK Quilts can provide all the necessary details and help you select the best frame size for your situation.

## 10. Failing to Consider the Learning Curve

**Mistake:** Not accounting for the time and effort required to learn how to use the machine.

**Solution:** Having online training resources available 24 by 7 and also experienced longarmers available to answer questions can make the difference in your success with the new machine. A robotic longarm can get most people Longarming quickly compared to free motion and ruler work. Even for the computer illiterate. It all depends on your available training.

## BONUS MISTAKE

### 11. Being pressured into a quick purchase

**Mistake:** Buying a machine based on a special price or pressure sales tactics. This leads to ending up with the wrong machine and/or paying more in the long run because of a lack of post sales training and support.

**Solution:** MK Quilts does not employ professional salespeople. You will be dealing with experienced longarmers. They would rather miss an occasional sale than to force a sale of the wrong machine on a customer and risk the 5-star Google review rating.