

An illustration at the top left shows a hand in a dark suit sleeve handing a set of car keys to another hand. A stack of US dollar bills is also being passed between the hands.

5 USEFUL TIPS FOR BUYING A USED CARS



- Evaluate the car personally
- Find out how many people have owned the car
- Check the vehicle's service record
- Take the car out for a spin
- Negotiate intelligently

Used Auto Sales Secrets Tips On Buying A Used Car

Steven E. Shaw



Used Auto Sales Secrets Tips On Buying A Used Car:

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commission The more the sales person can convince you to sign the contract closer to his terms the higher the sales person s commission Therefore it should not be a surprise to you that you need to gain the most knowledge you can to offset the sales person s strategies and tactics and save yourself some money Money that you can use for other things This is just common sense The concepts and the explanations of these concepts will CERTAINLY put you at a better advantage and keep the Sales Person from eating you alive These concepts are a MUST KNOW This book entails a very concise and short but thorough straight to the point step by step guide on how to successfully get a good deal on a vehicle Directly below are 12 SIMPLE and QUICK MUST KNOW concepts to understand to be able to get the best PRICE deal and or payment terms and or the best interest rates and or the best contract terms and or to insure you receive a quality used vehicle AGAIN THESE STRATEGIES AND TACTICS ARE EASY TO REMEMBER AND CAN BE USED FOR A LIFETIME Please read the concepts below Then continue reading and the following pages will explain and expound on each concept and what each means in detail so you understand each 1 TRUSTING THE SELLER IS A BIG KEY IF AT ALL POSSIBLE MAKE SURE **How to Buy a Used Car**
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person can convince you to sign the contract closer to his terms the higher the sales person's commission. Therefore it should not be a surprise to you that you need to gain the most knowledge you can to offset the sales person's strategies and tactics and save yourself some money. Money that you can use for other things. This is just common sense. The concepts and the explanations of these concepts will CERTAINLY put you at a better advantage and keep the Sales Person from eating you alive. These concepts are a MUST KNOW. This book entails a very concise and short but thorough straight to the point step by step guide on how to successfully get a good deal on a vehicle. Directly below are 12 SIMPLE and QUICK MUST KNOW concepts to understand to be able to get the best PRICE deal and or the best interest rates and or the best terms and or to insure you receive a quality used vehicle. Please read the concepts below. Then continue reading and the following pages will explain and expound on each concept and what each means in detail so you understand each.

- 1 TRUSTING THE SELLER IS A BIG KEY IF AT ALL POSSIBLE MAKE SURE THE SELLER IS SOMEONE YOU CAN TRUST IF THE SELLER IS SOMEONE YOU DO NOT TRUST IT MAY BE IN YOUR BEST INTEREST NOT TO BUY THE USED VEHICLE IN SOME CIRCUMSTANCES
- THIS IS KEY 2 MAKE SURE THE VEHICLE IS WHAT YOU NEED AND OR WANT IN YOUR OWN MIND BEFORE STARTING THE NEGOTIATING PROCESS
- 3 MAKE SURE THE CAR IS SOLID AND IN GOOD MECHANICAL CONDITION BEFORE YOU START THE NEGOTIATING PROCESS
- 4 HAVE OTHER VEHICLES THAT YOU ARE ALSO COMPARING OR AT LEAST ACT AS THOUGH YOU HAVE OTHER VEHICLES THAT YOU ARE COMPARING
- 5 DO NOT EXPOSE HOW MUCH MONEY OR FINANCING YOU HAVE TOO SOON

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