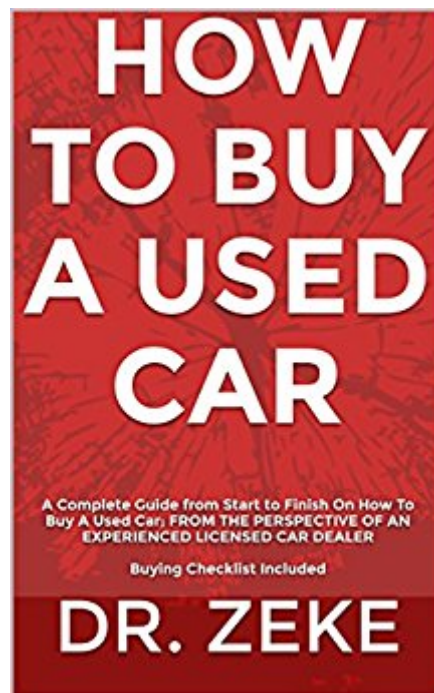




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# **HOW TO BUY A USED CAR: A Complete Guide From Start To Finish On How To Buy A Used Car; FROM THE PERSPECTIVE OF AN EXPERIENCED LICENSED CAR DEALER Buying Checklist Included**



## Synopsis

DO NOT BUY A USED VEHICLE UNTIL YOU HAVE READ THIS BOOK!!!!!!INTRODUCTION, OVERVIEW, AND WHAT YOU WILL LEARN IN THIS BOOK:BE A WINNER IN THE CAR BUYING PROCESS AND SAVE THOUSANDS OF DOLLARS\$\$\$; AND/OR GET A QUALITY VEHICLE FOR LESS.IN THIS BOOK ARE SOME SIMPLE AND QUICK "MUST KNOW CONCEPTS" FOR A CAR BUYER TO UNDERSTAND TO BE ABLE TO PURCHASE A VEHICLE FROM A DEALER AND/OR PRIVATE PARTY SELLER AND GET THE BEST PRICE; AND/OR THE BEST INTEREST RATES; AND/OR THE BEST TERMS; AND/OR TO INSURE A QUALITY VEHICLE THAT WILL SERVE YOU WELL.This very short book will give you the ABSOLUTE confidence, from the beginning to the end of the car buying process, of how to go out and purchase a vehicle and save thousands of dollars and receive a quality vehicle that will serve you well. This book is ABSOLUTELY the way to minimize the price you pay for a vehicle; and an ABSOLUTE way to minimize the interest rate; and an ABSOLUTE way to get closer to the terms you want; and an ABSOLUTE way to insure a quality vehicle in any car buying deal. If you do not know these concepts and car buying tips, you will CERTAINLY pay more for the price of the vehicle; and/or the interest rate on the vehicle will be higher; and/or the other terms will CERTAINLY work against you; and you could possibly buy a lemon. FURTHER, this book is short and straight to the point. This book is also very simple to follow and all the concepts are disclosed in a way that is manageable so you can master them easily and quickly and commit them to your memory or strategy and go into the car buying process with extreme CONFIDENCE and get a great deal. By now we all are aware that Dealers, Dealerships, Sales People, and Sellers of vehicle "s" make more when they sale the vehicle at a higher price. There is no secret that the seller "s" whole motivation is to sell you the vehicle at the highest price possible, and/or at the highest interest rates possible, and/or on the seller "s" terms. It is a very common practice in dealerships that the higher the sales person sales the vehicle for, the higher the sales person "s" commission. The higher the interest rate, the higher the sales person "s" 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 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 (THIS DEPENDS ON THE.....

## **Book Information**

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## Customer Reviews

Excellent guide for anyone investing in a used vehicle. Don't buy a used car until you read this important information.

Very informative and well written.

I think the book is insightful and gives an honest approach to buying used vehicles. It's very important to know the what to look for when dealing with auto salesmen, Not every auto salesmen are crooks, I think the integrity of the author is evident and points out many ways a buyer can be taken for a ride instead of buying a good ride.

This book is the best idea very useful I think all should buy

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