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The Car Book

Buying Cars for Really Smart People: From Advance Preparation To Negotiating A Great Deal, To Surviving Finance and Insurance, This Book Is A Simple Car Buying Guide For Everyone By: Jeffrey G. Yonek, J.D. Knowledge is power, and knowing how auto dealerships make their money can help you save money negotiating a great deal on your next vehicle purchase. With potentially thousands to gain or lose, Buying Cars for Really Smart People is a simple guide for anyone who wants to save money when buying their next new/used car or truck. Based on the author's own unique and vast car buying experience, this handy how-to guide provides buyers with an intuitive perspective on how to navigate the negotiating process, along with surviving finance and insurance, when signing the final paperwork. Based on tests conducted by Consumers Union, this guide rates new cars based on performance, handling, comfort, convenience, reliability, and fuel economy, and includes advice on options and safety statistics. Written for the do-it-yourselfer, good enough for the pro! Find hidden rust, spot crash damage, detect body filler, size up a car with a 10-minute walk-around, find mechanical problems, road-test the vehicle, plus checklists to insure you get what you pay for. Features recommendations and ratings on hundreds of small, medium, and large-sized cars based on quality, economy, performance, and comfort standards, with judgments on crash protection, and assessments of available options Consumers Union, the publisher of Consumer Reports, has been an influential and defining force in American society since 1936. The organization's mission has remained essentially unchanged: to work for a fair, just, and safe marketplace for all consumers. The Consumers Union National Testing and Research Center in Yonkers, New York, is the largest nonprofit

educational and consumer product testing center in the world. In addition to its testing facility in Yonkers and a state-of-the-art auto test center in Connecticut, the organization maintains advocacy offices in San Francisco, Austin, and Washington, D.C., where staff members work on national campaigns to inform and protect consumers. In addition to its flagship publication, Consumer Reports, Consumers Union also maintains several Web sites, including www.ConsumerReports.org and www.ConsumersUnion.org, and publishes two newsletters--Consumer Reports on Health and Consumer Reports Money Adviser--as well as many special publications. Don't Pay Too Much on Your Next Vehicle Purchase, Read This Guide Buying a car can be a daunting task. There are many things to consider and salespeople can be intimidating. This guide was designed to help eliminate many of the fears associated with car buying and can keep you from getting ripped off. Let's face it; you work hard for your money so I want to help you keep more of it when you buy a car and get more back when you sell yours. This guide will help make the search for your next vehicle less stressful with recommendations on what to consider and how to narrow down your search. Included are links to websites that can help you with buying and selling cars. Remember, not knowing what to expect, not doing your research and rushing through a transaction can be costly. Avoid those costs by learning from this guide. Real-life Examples Included in this guide are real-life examples of cars I have bought and sold myself. I include exactly where I sold them and how I didn't pay anything for advertising to one of the largest audiences available today. These examples also include things I did wrong so that you can learn from them. What You Will Learn: What to consider when preparing for a vehicle search Things you will want to avoid How to locate the ideal vehicle for you How to negotiate the price with proper tools Bogus fees; what they are and how to avoid Trading in your current vehicle vs. selling

private party Best way to sell private party for the most money back My recent real-life example of a purchase with walk-through of the steps mentioned About the Author I have personally been buying and selling used cars for over 24 years. I was even a used car salesman myself and I know the ins and outs of the industry. I love helping others and I know that this guide can help you save hundreds or even thousands on your next purchase. Scroll up and buy now! Buying a used car isn't what it used to be. Car-shopping doesn't have to be an ordeal anymore. Transparency. Market-based pricing. Fair value. Surprise! These are terms that identify today's used-car dealers. Not all of them, to be sure. Tricksters are still around, adapting old hard-sell tactics to the digital world; but this book helps you spot them - and avoid them. Modern, progressive dealers shun the ethics-challenged, hard-sell tactics of the past, taking their business seriously and intent on satisfying their customers. They're still in it to make money, ready to drive a hard bargain. But they know that today's shoppers are better-informed than ever, typically arriving at the dealership armed with facts and figures. In this Buyer's Guide, consumers will find plenty of additional information, to help find the right car and get it for an acceptable price. They can also see how vehicle history reports and certified pre-owned (CPO) programs help reduce the risk when buying secondhand. Dealers and salespeople, too, can find useful advice on working with today's knowledgeable customers. Part I - New vs. Used: Why buy used, where to buy, whether CPO is right for you. Part II - Homework Comes First: How to narrow down your search, emphasizing vehicle condition, fuel economy, and safety. Part III - Test Drive: Questions to ask, visual inspection, road test. Part IV - Dollars and Sense: How much to pay and how to negotiate; plus details on service contracts, financing, and insurance. Part V - Resources: How to read ads, information sources, buyer's worksheet. Part VI - Popular Used Cars: Details, specifications, test-

drive reports, and average retail prices of selected moderately-priced, mainstream models, arranged by vehicle category. Addendum - Further details on today's used-car market. Ever buy a car and wonder if you negotiated the best deal? Do you get nervous or frustrated just thinking about buying a car? Do you want to gain insights on how car sales really work? Do you want to approach a car deal knowing what to do and how to do it? Answering yes to any of these questions means, *Negotiating Your Best Car Deal* is a worthwhile reference for you. The insights offered in this guide help you understand why dealership sales staff are asking certain questions, and you'll learn how to respond to those questions to get to your best deal. You'll also learn how to negotiate each area of your car deal from beginning to end along with industry-specific terminology. It's time to understand what's happening around you when buying a car. Whether you're new to car buying or you've bought several vehicles over the years, there are insights worth discovering in *Negotiating Your Best Car Deal*, the guide that helps you deal with the dealer. Features recommendations and ratings on hundreds of small, medium, and large-sized cars based on quality, economy, performance, and comfort standards, with judgments on crash protection, and assessments of available options Detailed reliability histories and reviews for used models from 1991 to 1998--cars, sport-utility vehicles, pickup trucks and minivans A step-by-step guide to getting the right car at the best price explores a wide range of available financing options, discussing the buy versus lease alternative, the ins and outs of vehicle pricing, the negotiation process and dealership experience, trade-in prices, and other helpful strategies, advice, and facts. Original. 25,000 first printing. Top-selling car salesman Jake Jacobs helps readers conquer the common pitfalls of purchasing a vehicle with this complete and practical guide. Readers discover in-depth strategies for saving time and money, while avoiding hassles. All important topics are covered--from the secret

profit a dealer makes when he sells a car called a hold back to government auctions. Buying a car is one of life's necessary experiences, and one that more often brings stress and confusion than happiness and joy. Cars cost a lot of money to begin with. Then there's insurance, licenses, maintenance and gas. Buying the right car is a balancing act between wants and needs, where the consumer is trying to offset the price of gas against buying a car with a great track record for durability and low maintenance costs. But these factors have to be weighed against the purchase price. Do you buy from a dealer or off the Internet? Are there any guarantees that your hard-earned dollars are well spent? Motormouth is the distillation of 25 years of automotive journalism, consumer advocacy, and interaction with car buyers, young and old, from across Canada. Consumers look to a reliable and trustworthy source of information, and Motormouth fits the bill. Its personable, engaging and easy-to-read style will appeal to consumers as they decide what kind of vehicle they want, what options make sense, whether to buy or lease, and go new or used, with tips, stories and enough technical information to properly inform them, and "best buys" to help make that final decision. Whether buying from a dealer or privately, Motormouth arms the consumer with the key information they need to ask the right questions, assess the vehicle properly, and cut the best deal—and maybe turn a stressful experience into a happy one. In today's uncertain economy, more car buyers are turning to the used car market. Based on the results of unbiased tests and surveys conducted by Consumer Reports, the guide evaluates fuel economy, performance level, repair record, and overall quality of hundreds of 1984-1989 cars, with detailed reports on 1987-1989 models. Ratings charts, tables, index. This specialty buying guide presents easy-to-use historical profiles of some 200 models--cars, trucks, minivans, sport utility vehicles--giving readers a comprehensive view of each model as a used car. Featuring. Teach Yourself - the world's

leading learning brand - is relaunched in 2010 as a multi-platform experience that will keep you motivated to achieve your goals. Let our expert author guide you through this brand new edition, with personal insights, tips, energising self-tests and summaries throughout the book. Go online at www.teachyourself.com for tests, extension articles and a vibrant community of like-minded learners. And if you don't have much time, don't worry - every book gives you 1, 5 and 10-minute bites of learning to get you started. If you want a new car but have no idea where to start looking, how to find a good deal, or even whether to buy new or second-hand, this is an ideal book for you. It covers everything from the basics of research, buying online and abroad, dealers and specialists and the first days in your new purchase (what does that button do?). It will offer sensible and basic tips for car maintenance, including everything from safety checks on tyres, to checking oil and even how to wash, polish, and remove stubborn scratches or persistent dog hairs. With advice on everything from warranties to insurance to how to cope with a breakdown, it is ideal for any new car owner. A complete step by step guide for your auto purchasing experience. Based on tests conducted by Consumers Union, this guide rates new cars based on performance, handling, comfort, convenience, reliability, and fuel economy, and includes advice on options and safety statistics. A handy guide for consumers. Bridging the knowledge gap between the auto dealer and the consumer every step of the way. Arm yourself with insider auto dealer knowledge before financing, leasing or purchasing a vehicle. This comprehensive guide will show you how to ask the right questions for the best deal and least time consumption. Know about your trade options and aftermarket products. ?? Buy the Paperback version of this book and get the eBook version included for FREE ?? When anyone has the intention of buying a new car, there is certainly a lot of desire to go through with the purchase as soon

as possible in order to start having fun with the car. However, it is important to take a step back and to go into the whole process of buying a car with the right knowledge in order to not fall prey to the sleazy salesmen who are more interested in closing the deal as opposed to the best interest of the customer. Even after the car is purchased, there are lots of things that have to be taken into consideration so that the car doesn't end up being more trouble than it's worth due to the car not working appropriately during inopportune times or due to spending way too much on the gas. However, by having the right knowledge from the start, you can see to it that your car remains in its best shape for as long as possible. You can expect to learn about: -How to inspect a car before buying - How not to fall for tricks of the salespeople -How to look after the restored car -How to save on fuel - How to spend less on servicing -How to take care of the car through the seasons Books included: -Car Buying Guide: Save Time and Money By Learning How to Find the Best Car Buying Opportunity and Negotiate the Best Price While Avoiding the Car Dealer's Attempts to Get the Most Money Out of You -Classic Car Restoration: A Beginner's Guide to Restoring Vintage Cars to Their Original Condition -Car Care: Learn How to Take Care of Your Car to Keep It in Tip-Top Condition for as Long as Possible While also Reducing the Bills Considerably vThe earlier you know how to look after your car and how to buy the new car properly, the more money and time and mental energy you will be saving since you won't have to commit mistakes. It's always better to learn from other people's mistakes when that is an option. If you are ready to learn how to be one satisfied car owner, then scrolling over to the BUY button and clicking it is the first step towards that. Provides reviews and ratings of new cars, along with details on safety features and the results of crash testing. ?? Buy the Paperback version of this book and get the eBook version included for FREE ?? If you are planning on

buying a car, I have no doubt that you are excited and that you can't wait to start racking up the miles in your new car. However, buying a car is a high-ticket purchase and it is very wise to know how to approach such a big purchase so that you get what you want while also getting the best price without unneeded extra costs. That is what this book is all about. I don't know anyone who looks forward to interacting with a car salesperson, or any salesperson. However, it is one of the things that inevitably have to be dealt with. In the past, car salespeople had the edge because there wasn't a lot of information out there which may, otherwise, enable the customer to have leverage in the negotiation process so that they don't get taken advantage of. However, we live in a different time in which information is abundant and ignorance is a choice. The tricks that car salespeople use are no longer a secret. For the price of a coffee, you can purchase information, such as the one within this book, that can help you to avoid paying thousands of extra dollars in the process of buying a car. Imagine what you could do with that extra cash. In this book, you can expect to learn about: -Avoiding dealership scams -Inspecting a car before buying it -How to not to fall for the tricks of car salespeople -Buying a car in ways other than through a car dealership -And much more! If you are ready to get through the process of buying a car as fast as possible and with minimum hassle, so that you can get to the fun part, which is the driving itself, then scrolling over to the BUY button and clicking it is the first step towards that. Buying a used car is a huge decision, and you will probably need to live with that decision for several years. Fortunately, your friendly, helpful Uncle Wally is here to guide you through the process! Buying a Used Car - Uncle Wally's Guide, is your complete handbook for the used-car buying process. Written by a car shopper with 40 years of experience, and packed with over 175 pages of useful information, this book will help you find affordable, reliable transportation. Part textbook,

part buying guide, and part "red-flag detector," Buying a Used Car moves you to the head of the car-buying class. Here's what you'll learn. Chapter 1 - Big Ideas provides ten important car-buying concepts to help you get mentally ready for success. In Chapter 2 - Setting the Target, you'll narrow your shopping experience to help you get the car you want and need. Chapter 3 - Paying for Your Used Car explains credit scores, financing options, and payment structures. You'll learn how to determine your monthly payment before you go shopping. In Chapter 4 - Visiting a Car Lot, your Uncle Wally will tell you what to expect when you start looking at cars. Chapter 5 - Selecting a Used-Car Dealer guides you through this critical choice. Chapter 6 - Let's Go Shopping gives you the skills to make you a confident car shopper! In Chapter 7 - Selecting Your Car, you'll narrow down the choices and select the car that fulfills your needs and your wants. Most car shoppers take a test drive. Do you know how to use four of your senses - hearing, sight, touch, and smell - to eliminate a "problem car?" Uncle Wally walks you through this critical step in Chapter 8 - Taking the Test Drive. You will learn how to determine a car's history and its current condition in Chapter 9 - Exploring a Car's Past and Present. Chapter 10 - Arriving at a Price helps you make the best deal on your used-car purchase. Chapter 11 - The Business Office teaches you the language and techniques used after the sale that can inflate your car payment. This chapter alone is worth the price of the book! A car is stolen. A tree falls on another car. A driver gets in an accident with someone who doesn't have insurance. Quick - are you covered? Chapter 12- Car Insurance explains the types of coverage you need, and the best way to buy it. Chapter 13 - After the Purchase helps you take care of your new investment. From the author So, you're ready to buy a used car? Or at least you're thinking about it. Well, I'm your Uncle Wally, and I'm here to help. I've bought over a dozen cars over the last 40 years. Most people decide to buy a car, walk onto a

car lot, and leave a few hours later with a huge debt and a vehicle that may or may not suit their needs. In *Buying a Used Car - Uncle Wally's Guide*, you'll walk a different path. Your car expenses - payments, maintenance, and insurance - will likely represent a significant monthly commitment. Buying a car is a major purchase for most of us, and we don't need to make a mistake. If we buy a bad meal, we just don't go back to the restaurant. If our vacation choice isn't fulfilling, we can make different plans next year. But when we buy a car, we're committing to a longer time frame. Because cars depreciate in value, mistakes can be expensive. Returning a car after two months because it doesn't fit your needs can result in a real financial blow. I wish I could be there to help you in person. Because I can't, I decided to write this book. Drive safely, and be well, my friends. This book is a how-to guide for car buying using the internet. Based on tests conducted by Consumers Union, this guide rates new cars based on performance, handling, comfort, convenience, reliability, and fuel economy, and includes advice on options and safety statistics. If you want to discover how to buy a car without getting ripped off, then get "How To Buy a Car" guide. This step-by-step guide will show you the secrets to buy a car from a car salesman insider point of view. - How to buy any car for lower price than the average car buyer. - How to get the huge discounts using the secrets to get the car that you really want. - Get insider secrets from a former auto dealer general manager. - Save money, time, and effort to get the car you want for the best price. - And much more... Click "Add to Cart" to get it now! The Car Book will give you information on buying a safe car. If you are struggling with the idea of having to deal with dealers or salespeople- this car buying guide is for you! Whether you are buying or leasing, this step- by- step manual provides proven car buying tips for the quickest and easiest way to save the most money, in the shortest time possible- without the hassle! It even humorously translates

the salespersons' lingo. For the first time ever you will know exactly how to buy a car in half the time, for a rock bottom price, with the least amount of effort. Avoid making the most expensive mistake of your life! Don't just read it...use it! The more you know the less you will pay. Presents the latest safety ratings, dealer prices, fuel economy, insurance premiums, maintenance costs, and tires of new model automobiles. More than just dealing with the dealership, buying or leasing a car means everything from deciding on a model, knowing when to get in on the best seasonal car deals, how to choose a great used vehicle, where to go for affordable financing, and what strategies work in the negotiating process. This comprehensive, authoritative book covers: The lowdown on leasing -- when is it the right choice? The bottom line on achieving the best price and avoiding rip-offs The inside scoop on how to evaluate options to make an informed decision his step-by-step process for buying a used car is clear, concise, and enjoyable to read. Whether you are someone who is intimidated by car salesmen or a veteran used-car buyer, you will benefit from this straightforward and honest advice so you will never be taken advantage of when making such a major purchase. You will appreciate the author's conversational tone that makes the book very easy to read even though it is packed with practical information. Buying a used car is a greater risk than buying a new one, but can also be the best automotive deal around. This book "A GUIDE TO BUYING USED CARS", will help anyone in the market get the best pricing - and minimize risk - when buying, selling, or trading in a used vehicle. As it is best to be armed with as much information as possible before stepping onto a used car lot, this book will provide everything needed including. Enjoy. This revised edition of the book that helps car buyers get the best new- and used-car deals--and not get burned--includes even more information gleaned from the Leons' years of buying and selling experience, plus detailed car-buying checklists.

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