

## 6 Common Sense Car Buying Tips!

1. The best advice we can give you is to take your time when looking for a car, and don't make any rash, emotional car buying decisions.

Every car salesman you come into contact with will have only one thing on his or her mind; **to get you to buy a car "today!"** These people work under the assumption that you will never come back, so they have to close the deal while you're in there the first time.

Don't give into the pressure. Take your time and sleep on it . . . for several nights! You'll be amazed at how different your perspective will be on a car deal after a couple of days.

2. Don't let the car salesperson talk you into giving them any deposit before you are ready to buy. If you are paying cash forget about giving them a deposit and just pay for the car in full when you pick it up.

A deposit is nothing more than a means of control to a car sales person. That's the only reason they ask for one. Once they have your money they can lead you around as if you had a ring in your nose!

And good luck getting it back if the deal goes south! **Just tell them "NO!"** If they give you a hard time tell them you will go somewhere else to buy a car. This will settle them down! If not, take your business to a dealer who will not put so much pressure on you . . . If you can find one!

If you do give them a deposit . . . after the car deal is finalized - not before . . . if at all possible use a credit card. This way if the deal falls through and they won't return your deposit you can get it back through your credit card company.

3. Do as much research on the internet as you can. Visit the car price quotes sites like [www.Edmunds.com](http://www.Edmunds.com) or <http://www.Autos.Yahoo.com> or <http://invoicedealers.com>. In addition to getting price quotes you can research all the different makes and models.
4. Once you decide what you want to buy you'll have to visit a car dealer to see and drive the type of car you're interested in.

Just tell the car salesman up front that you are there to narrow your choices and that you are not buying yet. He'll still pressure you to buy right away, but just stick to your guns and don't be pushed into anything. You're the one with the money and you are in control. You can always get up and walk out if they push you too hard. Just laugh at them and have some fun with the whole process. Don't let it stress you out.

5. Once you are settled on a car get the invoice price from the internet. Make sure you do it accurately, accounting for all the options on the car you want. You can get everything you need off of the car's window sticker; just write it all down including the VIN and take the information home, and figure out the invoice price on the internet at one of the sites listed on the page at the link above. Edmunds is a good place to go. You'll find their link on the above mentioned page.
6. Also find out what rebates are available. Once you have that information take the dealer invoice price and add about \$400 to \$500 for dealer profit. Tell the dealer that's your price. Once they agree on a price with you tell them to figure an out-the-door-price which includes tax and title fees. Take this price and subtract the rebates and this should be what you have to pay for the car. If the dealer won't cooperate go to another dealer. Sooner or later you will run into a car dealer who will appreciate your business.