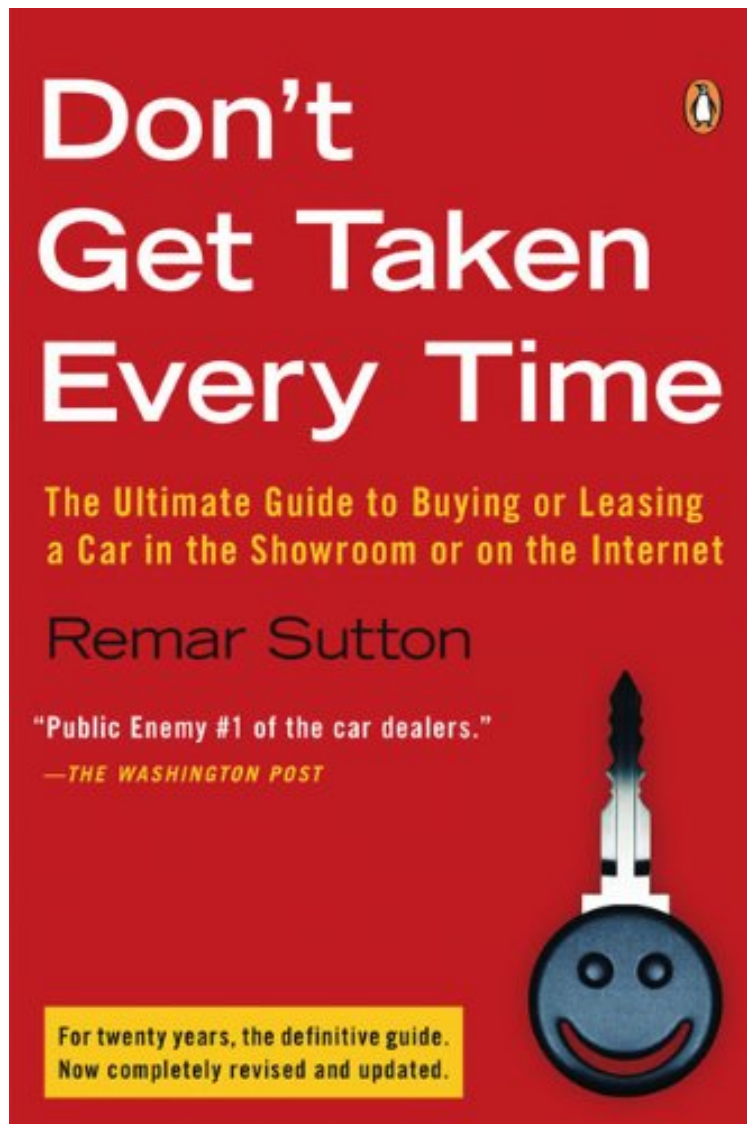


[Mobile ebook] Don't Get Taken Every Time: The Ultimate Guide to Buying or Leasing a Car, in the Showroom or on the Internet

Don't Get Taken Every Time: The Ultimate Guide to Buying or Leasing a Car, in the Showroom or on the Internet

Remar Sutton

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Remar Sutton : Don't Get Taken Every Time: The Ultimate Guide to Buying or Leasing a Car, in the Showroom or on the Internet before purchasing it in order to gage whether or not it would be worth my time, and all praised Don't Get Taken Every Time: The Ultimate Guide to Buying or Leasing a Car, in the Showroom or on the Internet:

7 of 7 people found the following review helpful. THIS is how a first-time car buyer buys a car with NO REGRETS! By LiveToBake This book is worth its weight in GOLD. I was a first-time car buyer until today when I landed an AMAZING deal on my brand new (6 miles on it) Chevy Equinox. As a female in her mid twenties I KNEW I was a prime target for the salesman. I read the great reviews on this book and figured I would give it a try- anything was an improvement on knowing nothing, right? So I read the book, and I can't tell you how stunned I was at how accurate it really is! While reading it I kept thinking "There's just no way they really pull all this crap! That can't be that deceptive!" - I was WRONG. Thanks to this book I was able to identify and AVOID falling into trap after trap that the salesman planted. I learned how to identify simple "IF" statements that allow the salesman to gain control like "If I can find that exact model but in a different color, would you buy it?" and "If we could tell you the car for \$25,600 would you buy it?" etc. They sound so innocent but they take valuable bargaining chips away from you like candy from a baby. I also learned the art of getting the MOST out of your negotiation through the simple act of controlling the order you negotiate. Some of the first questions the salesguy asked were if we were planning on trading in our car (lets them get their game plan on how much they can wiggle with the price of the new car) and if we were financing with the dealership (again, helps them angle the deal so its most beneficial to them...AND they get money through financing). The book helped us navigate these car buying quicksand statements- to the trade in we said we weren't sure and to the financing we said we didn't want to discuss financing until after we agreed on a sales price for their car but that we probably would (they'll wiggle more on the price if they think you're financing). All of this knowledge led us to the purchase of a brand new car at \$40 BELOW dealer cost...NOT invoice and NOT MSRP but DEALER COST and a fair price on our trade in (which we know was fair because we shopped it with used car dealers for the wholesale price of the car..like CARMAX). Through some negotiations we were able to get a 0.5% better rate with the dealer than our credit union loan. It was AMAZING how hundreds of dollars could be discounted if we simply asked about them. We asked about their GAP insurance and they said it was \$600! We said our credit union offered at \$250 (really \$300) and TADA suddenly the cost of GAP insurance was \$299! I will NEVER buy a car again without re-reading this book over. I've already lent it to a friend. I can't thank the author enough for giving me the tools to stay in control- a young female first-time car buyer came out victorious and UNDER budget :-D

17 of 17 people found the following review helpful. By far the best book I've found on the subject. By Don Anderson When I was planning to buy a new car I purchased several books on the subject and found that this was the best one by far. I had planned to buy a new car but right off the bat Remar Sutton convinced me to buy a used car instead. I realized that if I were willing to learn the used car buying skills in the book, I could save thousands of dollars and still get a great car that had many years of use left in it. However, if you are intent on buying or leasing a new car this book has all the information you'll need. First I read only the sections that I felt pertained to purchasing a used car from a dealer. I skipped the fictional accounts of "Killer Monsoon," the hotshot salesman at a typical dealer, which are sprinkled throughout the book. However, after I had read and re-read the pertinent sections of the book, I went back and read about "Killer Monsoon" and his cohorts and I'm glad I did. While negotiating at the dealership, I realized that these accounts are certainly not fiction. The salesman and managers I met behaved almost exactly as Killer Monsoon and his cohorts. Many times I was able to predict their behavior because I'd seen it before in the book. In no way is this book "hyperactive fiction." The book is filled with hard facts and solid advice. The fictional accounts are a small percentage of the book and are all easy to identify and skip over if you want to. However, I suggest that you read them because they will give you a valuable "fly-on-the-wall" understanding of what goes on behind the scenes at the dealer. Sutton covers all the planning, research, terminology and dealer ploys you need to know about to buy or lease a car with the confidence that you will get the best deal possible.

3 of 3 people found the following review helpful. I practically stole my new car. By Jennifer I never write reviews for anything, especially books, but I had to take time out to do this one. I read this book when I first got it, when I was in semi in the market for a new(er) car, planning to get rid of my 2006 Cadillac CTS. I absorbed the information I learned from this, but it wasn't until months later when I re-read it that I really studied it. At first, I thought the stories were endless annoying, but when it came time for me to LEARN how to apply his teachings to real-life scenarios, it made sense why the author did that. If I just read his tips w/o giving me examples, which is what I considered the scenarios to be, I probably wouldn't have learned as much as I did. When it was time to get down dirty, I sold my CTS for \$3,000 more [privately] than dealership offers. While I was looking to buy a used car for reasons explained in this book, I went for a brand new 2013 Honda Civic Coupe LX b/c I plan on having this car for a very long, long time. I purchased it at the price the dealer "paid" for it, even though I financed it for 60 months, I am only paying \$795 in financing charges. Overall, I am so satisfied w/ this book what I learned, I have told many people about it. Thanks, Mr Sutton!

Now completely rewritten and back in a handy trade paperback edition Through six editions, this invaluable tool by ?Public Enemy #1 of the car dealers? (The Washington Post) has remained the definitive guide on buying or leasing a new or used vehicle. Completely updated, Don't Get Taken Every Time takes readers inside the world of the auto business itself. It exposes hundreds of tricks some dealers use to separate unwary customers from their money. Sutton alerts people to dealer scams on the Internet, tampering with credit ratings, and more. From negotiating to financing,

the step-by-step techniques offered here make any car shopper a savvy purchaser.

Don't even touch your computer before reading this extraordinary expose on the new schemes and scams in the...world of automobile sales.... -- Patricia Sturdevant, Executive Director, National Association of Consumer Advocates
Remar Sutton is without peer in presenting the lures, pitfalls, and price packs that are now part of so many car-dealers' practices. -- Ralph Nader
About the Author
Remar Sutton is co-founder (with Ralph Nader) and President of the nationwide Consumer Task Force for Automotive Issues, where he has been a consultant and expert witness on automotive matters for twenty-three states' attorneys general. A contributor to The Washington Post, he has written for many magazines and is the author of Body Worry (Penguin), two mystery novels, and The Common Ground Book (with Mary Abbott Waite).