



How To Buy a Car or Truck: An Insider's Guide to Saving Thousands of \$\$\$

John Kelly

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How To Buy A Car Or Truck has been on Amazon's Best Sellers in Automotive Buyers' Guides

A thirty-year retail automotive veteran of sales and management brings his insider's secrets to How To Buy A Car Or Truck: An Insider's Guide To Saving Thousands Of Dollars. John Kelly has been a sales person, finance manager, used car manager and general sales manager. He's worked for large and small dealerships, with luxury, domestic and foreign brands. In this book he'll help you buy a car or truck and potentially save you thousands of dollars.

No doubt about it, buying a car or truck can be a stressful experience. Why is it so hard to buy a car? Because most people have not yet learned to use all the resources available. They are also unaware of how the car business works. So what's the answer? A different approach that uses information found online along with an insider's view of the car business, which is revealed in this book. If you change the process you use to shop and make a buying decision you will know what awaits you when you go in to test drive and buy a car. Your expectations will be based on the knowledge you've gained. When you go into a dealership potential stress turns into excitement the way the car buying process can be.

You need to know how the car business really works and how that knowledge can work for you. The more you know about each step along the way, the better equipped you are to get what you want. But even if you don't change the process you've used in the past to buy a car or truck, the information in this book will help you by just knowing what you're up against. This book will teach you: How to determine what you want and what you need How to decide how much you can afford and what payments will be Where to find the information you need The finer points of financing and leasing How much to pay for a new and used vehicle How much your trade-in is really worth How to negotiate The safest way to buy from an individual And more!

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