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Auto Sales And Auto Service: Who Rips You Off More?

By Theodore Olson

Everybody hates car salesman. They talk too fast, use too many clichés, and are generally

exasperating. There's nothing worse than being verbally romanced only to find out you were ripped-off—or is there?

How about getting ripped-off repeatedly? How about getting ripped-off repeatedly for years? How about never even knowing you were ripped-off, repeatedly, and for years?

Welcome to service! When it comes to swindling, automotive service representatives are the real experts. They have more experience, and way more opportunity to rip you off.

A car salesman has only a few chances to rip you off provided you even engage in negotiations. There's the price of the car, financing, leasing, accessories/options, extended warranties, your trade-in, and the general bull that wafts from the salesmen's mouth.

You should also watch out for the finance manager. Today's finance folks aren't just number crunchers, they're salesmen in disguise. This is where you'll be encouraged to buy the extended warranty and a host of other accessories that can all be packaged up nicely into your financing.

Car sales rip-off attempts are easily thwarted. Number one, you can just walk away! Also, there are numerous resources on how to buy a car without losing your shirt. If you're interested, visit the RepairTrust resource link @

www.repairtrust.com

and you'll find several sites that will tell you

everything you want to know about buying, trading, leasing, financing, new, used...etc.

It's quite different in the world of car repair. Your car needs service. You HAVE to deal with a service representative, like it or not.

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The folks in the dim underworld of automotive service are well-trained in the art of ripping people off. They're not the feeding-frenzied, thrashing sharks of sales that are easy to spot.

No, service representatives are the Great Whites. They primarily hunt alone, hiding in the murky waters of service, striking without warning.

What's really scary is that the service industry is infested with Great Whites. Traditional tips and suggestions to avoid their attacks don't work. This is evidenced by the fact that service customers are scammed "tens of billions of dollars every year."

Information is the key to STOP a Great White. If one knows who, what, when, where, why, and how it hunts, one can take control.

Importantly, "Sharks are not mindless eating machines." The Great Whites of the service industry are experienced and smart. There are so many attacks from so many different directions, and new technologies provide fresh chum daily.

With auto repair, technology creates confusion. Technology creates ripples and waves, making it difficult to see below the surface of even simple auto repairs.

The Great White can sense the anxiety of a service customer, like it can a struggling swimmer. In the midst of this confusion, the waters of service get even murkier, and SPLASH—it's cost you an arm and a leg.

In today's service environment, the service customer needs protection, and needs to be empowered with accurate information and powerful tools before even entering the waters. There's no need to lose any limbs, ever!

Theodore P. Olson (Ted) holds extensive certifications from Mercedes-Benz, Toyota, GM, and ASE. He is the author of eight books and numerous articles on the automotive service industry.

<http://www.repairtrust.com/>

Solutions

Cheap Auto Insurance For Teenagers

By Elizabeth Newberry

Prom dresses. Football camps. School clothes. Cell phone bills. Teenagers come with hefty price tags! But we love them, and we want the best for them; that's why when it comes to auto insurance, not only do we want to shop for cheap auto insurance for teenagers, but we want to shop for the best auto insurance for teenagers, as well. Since teenager drivers are considered "at risk" drivers because

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of their lack of experience, is it even possible to find an auto insurance policy for teenagers that is both cheap and reliable? Yes.

First thing's first - the quality of the auto insurance policy. You don't want to choose an auto insurance policy for teenagers based solely on cost, because as cliché as it sounds, you usually get what you pay for. Begin your search for an auto insurance policy for your teenager by looking into reputable auto insurance companies. Perhaps you'll want to add your teenager to your own policy, or perhaps you'll want to look for an auto insurance company that offers special auto insurance policies for teenagers. The route you take doesn't matter; what matters is that the auto insurance policy for your teenager offers excellent coverage.

Now you want to start looking at the cost of the auto insurance policy for your teenager. Parents can usually save a few bucks by adding their teenager drivers to their own auto insurance policies. Regardless of whether you add your teenager driver to your own auto insurance policy, or purchase your teenage driver his own auto insurance policy, there are a few universal ways you can get cheaper auto insurance for your teenager.

For example, many insurance companies offer discounts for teenagers who successfully complete driver education courses. Some offer discounts if the teenager makes good grades in school. When shopping for cheap auto insurance for teenagers, ask your agent about the discounts your teenager may be eligible for.

<http://www.myquoteguide.com/Car-Tips.shtml>

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