

This Free E-Book is brought to you by Natural-Aging.com.

**[100% Effective Natural Hormone Treatment](#)
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!**

Buying a New Car: Tips to Help You Not Get Burned

By Fisher Swanson

Buying a New Car: Tips to Help You Not Get Burned by Fisher Swanson

Do Your Research

The first thing you will want is a clear understanding of what you are looking for in a car. It's best to narrow your search to a particular make and model that both fits your needs and has a good track record. If you go to a car lot for a particular car and find yourself being steered towards a completely different car don't buy it that day. Go back home and research it thoroughly. Edmunds.com has a great tool for comparing car features.

True Cost To Own

Edmunds.com also has a wonderful "True Cost to Own" feature. This will tell you how much a car will actually cost you including interest if you are financing.

[tid=edmunds.n.mainindex.prices>](http://www.edmunds.com/main/index.jsp?tid=edmunds.n.mainindex.prices)

Be sure to research gas cost. Fueleconomy.org has a nice resource which allows you to compare the gas cost of different models of cars.

[http://www.fueleconomy.org>](http://www.fueleconomy.org)

Trade-in Research

Get the bluebook value for your trade-in at:

Timing

Shop for cars at the end of the month. Many sales people will be working to meet their quotas at that time and may be more willing to negotiate on price.

Don't Pay Retail

The retail price, often called the sticker price or Manufacturer's Suggested Retail Price, is higher than what a dealer is actually willing to take for a car.

Edmunds.com has tool for researching what particular cars are actually selling for in your area.

When you search for a car on Edmunds you will see two prices. The invoice price and the Manufacturer's Suggested Retail Price. You will want to start negotiations at the Invoice price and settle on a price as close to that amount as possible.

Say No to Add-Ons

Don't let the dealer add costly Add-Ons like rust proofing. If you have done a good job at driving down the price initially the dealer may try to stick it to you with unnecessary Add-Ons or even an undesirable financing package.

Don't Be a Sucker

If you are not good at negotiating with people, bring someone who is. Don't let yourself be a pushover. Always be willing to leave the lot if you aren't comfortable. There are other cars just like the one you are walking away from. Don't make the final decision to purchase the car with the salesperson present.

Don't Let the Salesman Flip The Script

One trick that car salesman try to pull on people is offering different financing when it comes time to sign the papers. Never drive a car off the lot until all the financing is arranged and all the papers are signed. The sale is not final until you sign the papers.

If you do drive off with your car and they call you back to deal with some details of the financing, be very careful to check that

Buying a New Car: Tips to Help You Not Get Burned

you are signing exactly the terms you agreed to. If the dealer tries to change the terms of the deal drop the keys on the desk and leave.

The Federal Trade Commission has a lot of good information about buying a car.

If you are uneasy about the decision you are about to make, don't

sign the papers. Don't worry about the car salesman's feelings. Make sure that you leave with a car and are completely content with your decision or you leave with nothing at all. If you have an unsuccessful car buying experience you will be reminded of it every time to drive your car.

About the Author: Fisher Swanson is a regular contributor to the Daily Thrifty Tips newsletter at ThriftyFun.com. ThriftyFun publishes information about thrifty living. Send an email todaythrifty-on@thriftyfun.com to subscribe to The Daily Thrifty Tips newsletter. <http://www.thriftyfun.com>

What to Remember When Purchasing Your Car

By Andrew D'luko

Buying a new car is the second most expensive thing most consumers buy. Next to houses of course. That is why it is important to know all the tips on making car buying easy and less stressful. Think about the car model and features you will want. Also think about how much you are willing to spend and **STICK TO IT**. Car salesmen are almost always paid on commission which means all they want is your purchase. Also, don't be hasty or feel rushed into making a decision. If you are not sure about something, come back later.

Check books and magazines at the library or surf the internet for useful information on prices and features for the car you want before showing up at the dealer. That way you feel you know just as much about the kind of car you want as the salesman does. Shop around - Never go with an impulse buy. Go to a few different dealers and talk to a car-buying service and a broker-buying service to make comparisons.

Plan on negotiating the price. Dealers may be willing to bargain on their profit margin. This is the difference between the MSRP (Manufacturers Suggested Retail Price) and the invoice price. This also affects your monthly payments. Negotiating the price can save you big money.

You may even want to consider ordering the car that you want. This may cause delays, but if the car with the features you want is not on the lot, this may be your best option. Remember this is a big purchase and one that will probably need to last you for a while. Inversely however you may get a

Buying a New Car: Tips to Help You Not Get Burned

better deal from the dealership if you buy a car from their inventory. Just because they want to get rid of them.

If you are trading in your old car for a new one. Negotiate the price of the new one before letting them know about the old one. Once they know you want to trade-in, they know you have that much more money to spend and they will use that against you. Check the internet or the library for information on the value of your old car. Just to give you a ballpark idea. Remember that if you can, you should try to sell your car yourself. You will get much more money for it that way.

Andrew D'luko is the Webmaster of

.

Visit his site

for more information.

What to Remember When Purchasing Your Car
How To Know When Not To Buy A Used Car!
When Buying Used Car Is Not A Good Idea
Automobile Buying And Financing Can Be Fun
Things To Consider When Buying A Car

How to Buy a Car Without Getting Ripped Off!
62 Ways To Beat The Gas Pump Monster
How to keep up the SPICE in your Love Life.
Money Saving ideas
Disaster Preparedness and Crime Protection Manual



This Free E-Book has been brought to you by Natural-Aging.com.

[100% Effective Natural Hormone Treatment](#)
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!