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Common Dealership Scams You Should Be Aware Of!

By "Dr. Drew Henry"

Thinking of buying a car from your local dealership? Stop!

Before approaching any car dealership, you should be aware of a few common scams put on by car dealerships. The following descriptions of common tricks will enhance your understanding about car dealership scams so that you can avoid becoming a victim:

Low Balling – This is one of the tricks most commonly done by dealers. They will try to convince the buyer that they can provide the lowest possible price for the car thereby prompting the buyer to start negotiations with the dealer. The salesman will probably tell you that you can get the car that you want for a lesser amount but when you are about to enter negotiations, it turns out that you were not promised a lower price after all. In the end, it is just an empty promise.

Trade In Scam – When you have already bought the car, the salesman will try to contact you before your new car is delivered and tell you that the initial pricing of the car was \$500 lower and would like to collect the balance from you. If you fall for this, he will get an extra \$500 at your expense.

Best Price Matching – When you tell the dealer that you will try to look around and check other car dealerships, the salesman will ask you to comeback when you get the best possible price and he will offer to match it. By this time, you will probably be too tired and sick of looking around. Chances are that you will take their offer.

Spraying – What the dealer will do is to pursue you relentlessly until you give up and buy the car. On the other hand, if you decided to buy from another dealer, he will call you and tell you that he could have given you a lower price thus making you upset. To avoid this, you should not hand out your contact number. Some even give wrong contact numbers just to evade very irritating car dealers.

Immediate Sale – The dealer will give you a very attractive price but he will also make you believe that this deal can only be made until the end of the day. This will cause you to think too much and in the end, make the mistake of buying the car without checking what other car dealers have to offer.

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Extra Accessories – The dealer will offer to give you extras like: car mats, window tinting, and other accessories. This aims to stop you from asking for a lower price because of the perceived "extras" that you will be receiving from the dealer. It will slow down the price negotiations and divert your attention away from the price.

Puppy Dog Trick – The dealer will allow you to take the car for an overnight or for a whole day, his aim is for you to fall for the car and buy it.

Let's face it: All of us want the best deal available when it comes to buying cars. Thus, it is not uncommon that savvy car dealerships will try to take advantage of this fact by pulling some of the above tricks on you.

Before going to the local car dealer, you better have a good idea of what he will be talking about. By knowing what they will be using against you, you will have the necessary defenses to counter-act when

the time comes.

Dr. Drew Henry owns a chain of car-related websites, including

<http://www.carwashsecrets.com>

,

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. Visit his sites today for more

car-related articles and resources.

Buying BMW Auto Parts

By David Johnson

Do you own a BMW, or are thinking about purchasing a BMW in the near future? Well, having a BMW for some is quite a big deal, and most like to keep it in good shape and take care of it. It can be car that they've been dreaming of having for many years. So once they've finally got the car of their dreams, would it be better to take care of it?

That is why it is good to use BMW parts when changing anything, even a fan belt. You should always replace them with genuine BMW parts. To always ensure good performance from your BMW and to

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maintain its authenticity.

But of course that doesn't mean you have to pay dealership prices for the parts. A better place to get the parts is online, do a little research. There are many stores online which specialize in BMW parts new or used. The prices are lot less then dealership prices, but be cautious as they might not have knowledgeable staffs like at the dealership. They might sell you a part that isn't right for what you need.

But if you want to get your parts threw the dealership, the mechanics might tell you exactly what you need, and you can also ask them questions. That is a great way to ensure you get what you want. At the end of the day, you don't want to be made a fool of.

But indeed the best place to buy any type of BMW parts is at the dealer. They either have the item in stock or they can order it for you. Yes, they will be more expensive, but it does give you peace in mind that you are getting the right genuine BMW parts. Take care of your investment; you'll be sorry if you don't.

David Johnson is a successful freelance author that writes regularly for

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