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How To Make Money With Used Cars!

By C.L. Spartalis

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One of the most important purchases consumers make is a car. The average consumer purchases another car every several years. With the High Cost of new cars millions of people are opting to purchase affordable used cars.

There is a Massive opportunity to earn an excellent income. Help fill this high demand for quality used cars at affordable prices. When starting out you should focus on cars under the \$4,000 range.

Do some research and find out what the most popular best selling cars in your area are. By staying in the lower price ranges with these popular vehicles you will be in a higher demand market since more people can afford these vehicles than higher priced more expensive cars, this will make it much easier to sell quickly for a profit.

You make your money when you buy, this is an important key to your success. You will need to pay wholesale price or below less the cost of any needed repairs, and other expenses ie: detailing, newspaper ads, etc. Once you know the wholesale price, less repair costs and expenses, you will know how much you can pay for a car. If you buy it right you will be able to sell it at a profit and still give the buyer a great deal.

One of the most important things you can do to purchase a used cars at bargain prices is to do your homework. You should check your local classified ads and see what the asking price is for the type of vehicle that you are in the market for.

Make sure to get the high and low Blue Book and wholesale prices on the vehicle that you are interested in. Here are some excellent sources for getting pricing:

NADA GUIDES – www.nadaguides.com

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KELLEY BLUE BOOK – www.kbb.com

EDMUNDS – www.edmunds.com

Other resources to check with is CARFAX. They can supply you with the vehicle history report. The National Highway Traffic Safety Administration has a research area to check recall history on cars. We recommend that you have the vehicle you are interested in purchasing be inspected by your own mechanic prior to purchase.

Newspaper Classified Ads are an excellent place to find cars at well below retail prices. Many of these people will be happy to sell their used cars for several hundred dollars more than what was quoted by the dealer and you will end up with an EXCELLENT BUY!

Online Auctions can be a great place to find bargains. You can shop right from the comfort of your own

home. Look for auctions with no reserve, these auctions don't have a minimum price before they will sell.

Public Car Auctions are open to the general public and do not require you to have a Dealer's License. Public auctions can be an excellent place to purchase cars at wholesale prices. Some of these auctions are: Auction Repossessions of Credit Unions, Banks & Lending Institutions. Some public auctions also auction Police and Local Municipalities, City, State, & County vehicles.

Estate and Bankruptcy Auctions can be a very good place to purchase vehicles at wholesale prices. These auctions are usually advertised in newspaper classified section or handled by Probate Estate Auctioneers.

Government Auctions are an excellent source for bargain vehicles. They include vehicles from DEA drug raid seizures, FBI, IRS, U.S. Customs Auctions, Department of Defense, General Services Auctions, Resolution Trust Corporation, Department of Housing and Urban Development, and U.S. Postal Services.

Rental Car Companies often sell their fleet of cars by auction. They can be a great source of cars. Contact these large companies and inquire.

Dealer Auctions can be one of the best sources to cars at below wholesale prices. Most of these auctions require that you have a dealer's license. These auctions include lease cars, trade-ins, rentals, and fleet vehicles.

Stay away from used cars that need major mechanical repairs or body work. Look for good, dependable cars, if the paint is a little dull or the rug is dirty, you can detail, polish and wax the car and clean the carpet. Replace the floor mats if needed. By doing a few hours of work, you can make your car worth hundreds or even thousands of dollars more. By having a clean care, inside and out, you will attract more buyers that will be willing to pay you top dollar for your car.

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When your car is ready to sell, you can place an ad in your local newspaper's classified section, or you can place your ad on the internet and reach a wider audience. CARS.COM and AUTOBYTEL.COM has a lot of traffic and is inexpensive. Selling cars through online auctions has also become very popular. It has become one of the easiest, fastest, and most cost effective methods to reach your target audience of hundreds and even thousands of people looking at your car. EBAYMOTORS.COM or AUCTIONYOURAUTOS.COM are both online auction sites.

Most states require that you have a Dealer's License when you buy and sell vehicles for profit. Check with your state's Department of Motor Vehicles or Department of Public Safety for more information on how to obtain a Dealer's License. It is important to consult with your attorney, insurance agent, accountant, and other government officials to determine what permits, licenses, records, insurance policies, etc., are required.

C.L.Spartalis is the publisher of *The of How To Turn Used Cars Into Ca\$h With Your Computer. No Inventory Required.*

The Muscle Car Craze

By Jason Tarasi

Somebody once asked me why I was so fascinated with muscle cars. You know, it's hard for an outsider looking in to understand why we muscle car lovers are so fanatical about our cars. Until they've been behind the wheel of a newly restored '66 Pontiac GTO, they just haven't a clue.

Why is it that we can browse through muscle car advertisements for hours on end? Why do we have to go to every muscle car show that comes near our town? Why do we drive out of our way to see some of the hottest muscle cars around? Why do we seemingly pour all of our extra money into our muscle cars?

Some people think a passion for muscle cars comes from peer pressure - a need to impress other people per se. As a muscle car enthusiast I can honestly say that's not it, at least not for me. My interest in muscle cars dates way back to before I was ever concerned about what anybody thought. I have always found muscle cars to be fascinating and exciting.

First, muscle cars are original. Those who collect or restore muscle cars put their heart and soul into their hobby which makes every muscle car truly unique. Second, muscle cars are powerful. There's nothing that gets the adrenaline pumping quite like sitting behind the wheel of a classic, high-performance muscle car. Third, when you take a classic car, restore it and muscle it up, you really have something to be proud of. It's a lot like an artistic ability for me - like taking a blank canvas and creating an incredible piece of art out of it.

One thing is for certain, regardless of the reason a muscle car devotee is interested in muscle cars, we all seem to talk the same talk and walk the same walk. Dealing with muscle cars is an incredible social outlet. Whether we collect, restore, show, or race our muscle cars, it doesn't matter. We're all on the

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same wavelength and we truly enjoy looking at and chatting about muscle cars.

Some enthusiasts have specific lines of muscle cars that they are interested in, while others are just crazy about muscle cars in general. Some like imports, others like exports, and most all muscle car enthusiasts have a strong interest in classics. We can look at them, talk about them, drive them, or just work on them. Muscle cars give us something to look forward to, something fun to invest our time and money into, and the muscle car hobby keeps us out of trouble - for the most part.

Jason Tarasi is a muscle car enthusiast who runs the Muscle Car Monster Website, where members can buy and sell muscle cars for free through the site's online classifieds.

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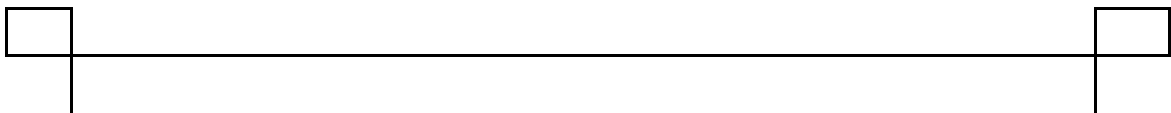
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