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**Things To Consider When Buying A Car**

**By Andrew Smith**

Buying a new car is a major purchase with major amounts of money leaving your pocket. Ask an

honest car salesman and he will tell you that he is trying to get his potential customers to buy something they don't really need. Ask a dishonest salesman and he won't tell you why. That about sums it up plus it opens the door for all kinds of scam artists to try to use tricks to get you to buy a new car. Arm yourself with all the information you can when buying a new car. Here are some tips:

- There are some classic scams that car salespeople use to get you to sign the dotted line on a sales contract. Get on the internet and see what these scams are. Car salespeople are probably the most persuasive type of salesmen/women (most tend to be men) that you will come across. It is very tempting to give into their hype.
- Don't be afraid to say "No."
- If there is ONE thing you don't like about a car - don't buy it. That one thing will bug you down the road as you make those expensive car payments and the honeymoon has worn off. Often, people find the need to purchase another car than keep mending the current one, because of their poor decision making when purchasing the existing one.
- Don't give the salesperson a feel for what you like and don't like. Don't get too personal with the salesperson. Scam and con artists are skilled at getting into you head and detecting something you have an emotional or preference stake in. Keep focused on buying a car and try to avoid the small talk with the salesperson.
- How much is that car really going to cost you in terms of maintenance, insurance, and fuel? There are web sites where you can get this information. Another bit of knowledge to arm yourself with is knowing how much that car loan is going to cost you in terms of interest.
- Check your credit report and correct any errors that may be there. It will help to get your loan approved faster.

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- Read reviews on various cars and educate yourself before going to the car lot. The internet has a wealth of information resources for buying new cars.
- Today, there are many places where you can purchase a car. There are classifieds in your local newspapers, local car dealerships, car magazines, the internet, with a huge array of sites, also offers many great deals. Ebay is also an increasingly popular destination to find cars and not necessarily just to from it. Ebay can also be used for researching the car you are looking to buy. You can use it to gain an idea of how much cars in general go for based on your specifications and conditions. There are many, many new listings every hour that you can browse through to help find your new car.

How to

<http://www.howtoall.com>

Andrew Smith is the owner of Howtoall, a site with guides on how to do things.

### **How To Know When Not To Buy A Used Car!**

**By "Dr. Drew Henry"**

If you are looking to save money by buying a used car, it can be a very viable tactic. However, even though you are on a tight budget, buying a used car should not be immediately decided upon and should take a lot of consideration. Why? This is to avoid throwing your hard earned money away.

Below are some pointers that may help you decide when to buy or not to buy a used car:

1. You should consider your budget.

If the reason why you choose to purchase a used car is because of your budget, then it should be the same reason why you should be careful and meticulous in choosing a used car. Thus, if the car needs a lot of maintenance, repairs, and other modifications, it is best not to buy that used car (or else you lose the benefits of buying a used car).

2. You should be wary of buying used cars from owners that do not have complete and pertinent documents.

This could mean a lot of negative things and you are the only one who will be at the losing end. Documents are crucial especially if the car is second hand. It is the only solid guarantee that you can get hold of when buying used cars. If this is the case, then, you might as well not pursue the deal.

3. If the you are not comfortable after test-driving the car, then it is best not to buy it.

There are instances wherein some people tend to opt for used cars because of the model of the car

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being sold. It is their dream car and there is no other way they can purchase them but to buy them second hand. However, if you are not comfortable with the car after test-driving it, then it would be better not to pursue the deal, even if it means the world to you to have that car.

The bottom line is that buying used cars should never be your sole alternative if you cannot afford to buy new ones. This means that you should value the process of choosing a used car like what you would do when buying a new car. In the end, it is your money that will be put to risk. Thus, it is extremely important to consider all the factors in order to have the best buy ever. Happy hunting!

Dr. Drew Henry maintains a network of auto-related sites, including

<http://www.luxurycarsecrets.com>

,

<http://www.exoticcarsecrets.com>

and

<http://www.carspeakersecrets.com>

. For more auto-related

articles and resources, visit his sites.



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