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**Tips On Looking For The Best Used Car Dealer**

**By Gregory Ashton**

Buying used cars is a more practical way of avoiding a public mass transportation commute.

However, with the industry's numerous car dealer options, lack of education could lead you straight into a bad car deal.

So how do you know who to trust? Which car dealer is best to transact business? Here is some useful information on searching for the best used-car dealer.

1) Reputation: This is the most vital in choosing car dealers. Making business deals with fair, honest and accommodating car dealers is easy as long as you find a reputable dealership. You should check with the local Better Business Bureau for car dealers reliability report and you could ask relatives and friends for past car dealers they dealt with that guarantee satisfaction.

2) Services: Finding the best car dealers should not be the only factor to consider. Make sure the services the car dealers provide are appropriate. These services include:

\* Check and check out - Most car dealers provide express maintenance and service appointments to its customers.

\* Car loans – Some extend their services by handling or providing assistance with your financial needs.

\* Service rates – Each car dealership has various service discounts. Service rates may vary depending on the name, location, other benefits, and negotiations.

\* Warranty - Some car dealers offer free extended car warranties when you purchase used cars or service and examine vehicles from them.

3) Price range: Most people assume that the price you pay is for the whole vehicle. This is not the case when doing business with car dealers.

## Tips On Looking For The Best Used Car Dealer

Majority of dealerships include "add-ons" that may include window tinting, car accessories, CD changers, paint protector products, undercarriage coatings, car interior accessories and many more. Some dealers may try and force the customers into purchasing them usually install the add-ons.

If these additional accessories would be an advantage for you, it might be a blessing. However, if you prefer to purchase the car alone, check to see the car you wish to buy if it includes add-ons refrain from paying additional for each.

Extra fees such as dealer handling and dock fees are charged to set up a used car for sale, maintaining the car and preparing needed documents for the car sale. These extra fees could be negotiated since all of these services would only provide additional profit for the dealer.

Aside from a respectful, dignified and honest dealer, consider these factors in choosing the best car dealer. You may be purchasing a used car, but by looking for the best person to assist you, it will lead

to a good investment.

Gregory Ashton, your resident automobile enthusiast, bringing to you over 20 years of vehicular passion, and expertise; presents for your approval his insider secrets on selecting, buying, and maintaining the car that is ideal for you.

<http://www.best-car-buying-tips.com>

### **How To Get An Extra \$1500 For Your Trade In**

**By Gus Skarlis**

How To Get An Extra \$1500 For Your Trade In

If your're trading in a car to a dealer follow these steps and get an extra \$500 to \$1500 for it!

Get the wholesale price for the car your're trading in. This allows you to have a starting figure and know what the dealer thinks your vehicle is worth.

Now you'll know what you can expect to get from your car, but the dealer won't make it easy.

Remember, they're trying to make a profit, and giving you as little as possible for your trade-in is another way they can make money.

They'll try to bargain down the price they'll give you for your car by saying:

There are huge rebates on the new ones which affects the secondary market.

"That's a nice car, but we have 6 just like it already on the lot.?"

## Tips On Looking For The Best Used Car Dealer

Oh, that's an old body style, they're impossible to sell anymore.

Wow, this one's been through the wringer there sure are a lot of dings and scratches."

Hmmm...it has a lot of miles on it, well have to take it to the auction.

Of course, some of these statements might be true, but the dealer is also likely to exaggerate so they can under-value your car.

How can you fight back? Here are a few tips:

Have your vehicle professionally detailed.

Bring all your service records to show the car was properly maintained.

Make sure everything works: air, radio, etc.

Put a few new car brochures (from other manufacturers) are in your car, plainly visible, so the salesperson knows your're shopping.

If you follow these simple steps you will guarantee to get more for your trade-in!

Gus Skarlis is a former car dealer and founder of Before You Buy A Car. His Book "10 Things You Must Do Before You Even Think About Buying A Vehicle" has helped thousands of consumers save money and time when purchasing a vehicle. This FREE resource takes you step by step through the car buying process. The site is located at:

<http://www.BeforeYouBuyACar.com>



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