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Why Are You Buying That Car?

By "Dr. Drew Henry"

Before buying a car - new or used - you should ask yourself why exactly do you need a car. Other than the obvious reason of having convenient transportation, are there any other pressing reasons for buying a car?

You should try to identify the reasons for buying a car and justifying if they are indeed valid reasons. Perhaps it is a necessity like requiring inexpensive transportation to and from work. Or, maybe you are a work at home mom or dad and need a vehicle to haul children around to school and various other activities. Regardless of your reasons, make certain that purchasing the car is for a valid purpose and not just because you want to outdo your neighbors.

The following are basic questions and reasons you should consider when making that all important car purchase:

How They Treat You – Though not always true, when buying cars, you could get many ideas just by observing how car sales people deal with you. Usually, these non-verbal signals are fairly correct enough enabling you to know what to expect from your car purchase.

Is The Price Right? – The best time period to buy that car you have always dreamed of having is later in the month. Usually, there are numerous rebate programs and bonus offered by month's end based on a dealer's monthly sales quotas. The idea is that, sometimes dealers fall short of meeting their sales objectives. If their performance is assessed by the end of the month this can prove to be good news to most car buyers since dealers now have no choice but to sell vehicles at a price that is lower than their norm. They are pressed to make more sales that will count for their monthly sales and that puts you at an advantage as a buyer.

Peace of Mind – Sometimes dealers do a song and dance routine just to make that sale. The result is that often car buyers end up with car features they realize later on they do not really need and a price they actually could not afford. You can avoid this potential stress by always remembering to trust your instincts. If ever you feel in doubt, do not let yourself be pressured to making that purchase now.

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Is The Dealership Trustworthy? – If at any time you feel that the person selling you the car is not trustworthy or simply do not like him or her, always remember that you have the option to leave. You are always free to politely walk away, anytime, anywhere, and in any way you like it. But if there are not many car dealers in your area, you may want to linger for a few moments more and wait until the negotiations you have with your dealer breaks down and you simply have no option but to run off.

The Invoice Price – Another thing to consider when buying a car is the invoice price. Make sure to ask that you see the invoice. If dealers are working their tails off against it, you have enough reason to believe that the car being offered is an unpleasant deal. Usually, the price on the invoice is the cost the dealer paid the manufacturer for buying the car. This is before any rebates or incentives were included. Once this is known, only then will you have an idea as to how much the dealer could profit from each vehicle sold.

Incentives – There are instances when manufacturers provide the dealers with a little something extra, like money, rebates or a bonus because they are able to sell cars that are either overstocked or undersold. Make sure that before actually purchasing a car, you were able to know if that car you are buying has some dealer incentives attached to it. If so, take off that amount from the car's purchase price and have yourself a very good deal and hopefully, a very good car as well.

Manufacturer's Suggested Retail Price – This is commonly called the sticker price. This is the price one usually sees in the window of the car that is being sold. Never ever consider paying the amount stated on the sticker price. This amount is just the starting point to your negotiations with the dealer.

Finally, do not forget that you should always sleep on it and then decide. This is a lot better than making your mind up now and forever holding your peace!

Dr. Drew Henry owns a network of automotive–related sites, including

<http://www.carquotesecrets.com>

,

<http://www.carcoversnow.info>

and

<http://www.sportscarsecrets.info>

. For more articles and resources about cars, visit his sites today.

How To Know When Not To Buy A Used Car!

Why Are You Buying That 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 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>

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