

NEVER Buy a Used Car Without **Knowing** its Value

I roll my eyes in disbelief at how many people shop for a used car without knowing its value. There are so many fools out there over paying for used cars, it makes it difficult for the informed buyer to find a used car at a dealership at a reasonable price.

This means, go to the library or go online and know the wholesale and retail values of every car you may consider. Do not allow any car salesman to rush you. The longer the money remains in your pocket, the better deal you are going to drive.

When the salesman attempts to distract you, or accuses you of not trusting him as to the value of the car you're viewing, your reply should be, "Oh, it's not that I don't trust you, but knowing the value of what I may buy is good business." The worst thing you can do is go so far as to read these instructions and then get talked out of following them by a salesman or finance manager. Follow these instructions!

And what price should you use as your guide? Dealers rarely pay the wholesale price of any vehicle. Dealers are tough negotiators. You can rest assured any used car you view on a dealer's lot is acquired for hundreds or even thousands under its wholesale book value. Your opening offer should be no more than wholesale or a few hundred dollars over. Not until you've failed to close a deal at wholesale, or slightly over, at several dealerships, have you earned the right to begin to raise your offer. You will be surprised how fast the price of a used car drops as you get in your car and drive away. Until you've practice this at several dealerships, you have no right purchasing a used car. Keep the money in your pocket. There's always a better deal tomorrow.

Dealers tell you the best deal is "Today!." I'm telling you your best deal is "Tomorrow!"