

Getting a Good Deal on a New Car

_____Most People Make These Mistakes:

1. Buy in the _____ or _____ when prices are at the highest
2. _____ and haste are the worst mistakes
3. Buy for _____ rather than _____
4. Fail to find out the _____, how much the dealer paid the factory
5. Fail to shop _____ to compare prices
6. The result is that they _____ by thousands

Step 1 Narrow your choice

1. Before shopping, decide what you _____ (example a large luxury car or small economy car).
2. Don't ask _____ to help you decide-- they will suggest whatever they want to unload.
3. Use a _____ to narrow your choices to a few you can afford.
4. _____ the ones you have chosen.

Step 2 Learn the _____

Step 3 Learn the dealer's cost

1. Find out what they paid--this gives you leverage.
2. During bargaining use a _____ (e.g.: the used cars in the Kelly Blue Book at www.kbb.com).
 - a. Start with the basics--_____
 - b. add in each _____ you want and subtract _____ if one is in effect.

Step 4 Make a deal

1. Stay _____
2. Politely present your _____ (don't reveal quotes from other dealers) and tell them you plan to visit several other dealers.
3. Be prepared to _____ while the salesperson supposedly checks the price with the manager. Leaving you alone is a common _____ tactic.

4. Don't write a _____ for a _____ even if they say it is refundable. This can pressure you into _____ your shopping. If a salesperson's firm quote is later rejected by the _____, go elsewhere--they can't be trusted.
5. A good price is _____ to _____ over invoice. That is a good deal. But _____ or more may be reasonable on some imports and desirable domestic models depending on supply and demand.
6. Bargain _____ from the dealer invoice price--not down from the sticker price.
7. Be aware of common sales techniques and tricks.
8. Sales people sometimes spring _____ at the last minute.

Step 5 Wrap up loose ends

1. Wrap up loose ends. After you have a firm price it is time to discuss your _____, if you have one.
2. Trading in usually nets a _____ price than selling privately.
3. Dealers sometimes offer _____ loan rates as a sales incentive. Don't jump at these until you check with your bank or credit union.

Leasing

1. Ask for the _____ (annual % rate).
2. Ask about the _____ value of the car (at end of lease). Cars that hold their value will have _____ lease payments.
4. Read the _____.
5. Watch out for _____ charges. Such as security deposits, document charges, or other extras.
6. Decide if the _____ is appropriate for the amount of driving you do. Most allow _____ to _____ --if you go over you may be charged \$.30 a mile.
7. Note how the contract defines _____ (For example, if you nick a windshield, you might get a big bill).