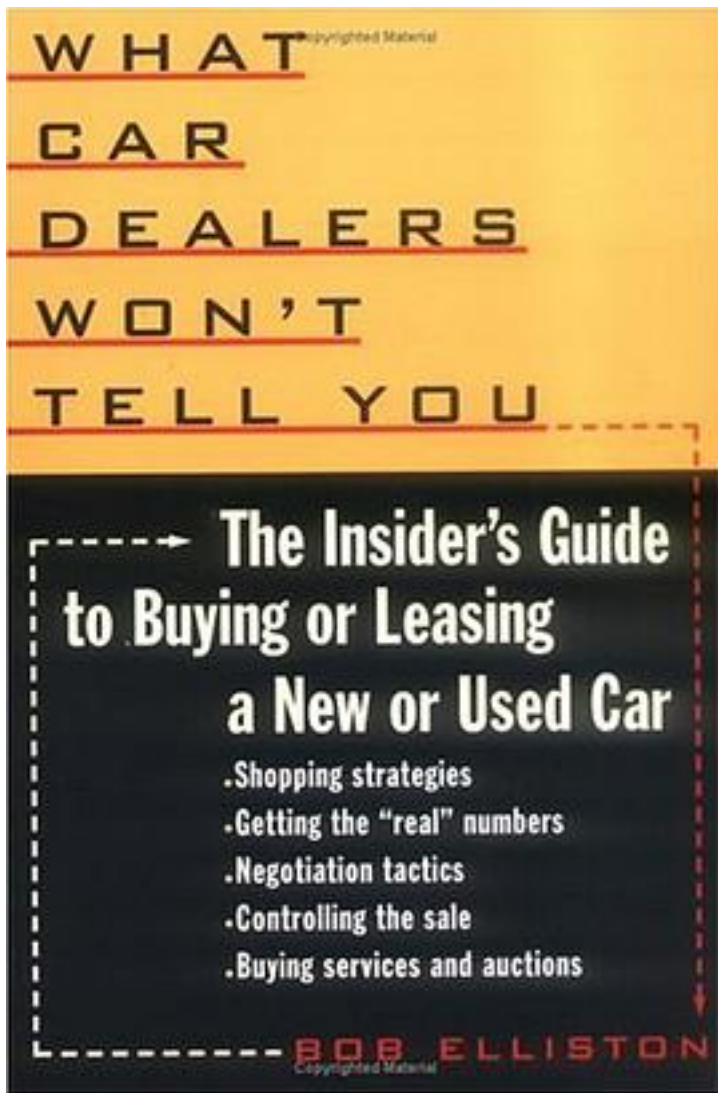


What Car Dealers Won't Tell You



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Be Smart, Be Prepared—and Be the Winner in the Car-Buying Game Buying a car? Afraid you'll get ripped off? Bob Elliston, President of Automotive Consumer Information Service, Inc., gives you the insider tips you need to get the best car—and the best deal Elliston walks the reader through each stage of buying a car and includes valuable information on:

Using the psychology of the car dealer to negotiate a great deal

Deciding between buying or leasing, new or used, foreign or American

Shopping at auto auctions

Figuring out what to pay—before entering the dealership

How to use the Internet to your best advantage—from research to online buying services With checklists, tables, and work sheets not found anywhere else, What Car Dealers Won't Tell You levels the playing field and takes the uncertainty out of buying a car.

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