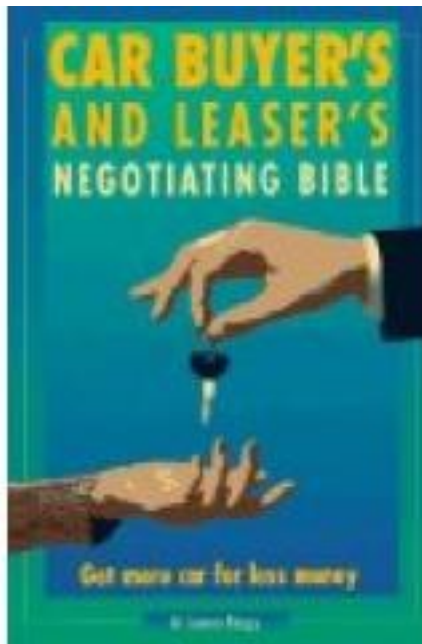


# Car Buyers and Leasers Negotiating Bible: Get More Car For Less Money Car Buyers & Leasers Negotiating Bible



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Negotiating a New-Car Deal Is a Cat-and-Mouse Game Now You Can Be the Cat The next time you buy or lease a new car, you can take control of the negotiations. This popular, definitive guide teaches you how to enter the process informed, empowered, and in charge: ???Negotiate with confidence, whether you're buying or leasing ???Establish the right target price for any new vehicle ???Discover the real dealer cost, so you'll know whether the deal is a good or bad one before you agree to it ???Negotiate successfully by phone or fax, without entering the showroom--a

sure-fire technique ???Determine the true wholesale value of your trade-in, so you get the most for itYou ll also learn how to evaluate your financing options and obtain dealer invoice prices and information on factory-to-dealer incentives. And it s the only comprehensive car buyer s and leaser s guide to help you fight dealers price discrimination against women and minorities. This new and updated edition has been expanded to include information on using the Internet, researching crash test data, and buying used as well as new cars.

作者介绍:

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