

Process the battle to buy a car

[Science](#), [Physics](#)



Outline Informative Process Analysis Audience: Individuals interested in purchasing a vehicle Purpose: To help potential car buyers be prepared; so, they may achieve what they want, and need in a vehicle. Thesis: There is a method to the madness of buying a vehicle; you just need to have the right weapons for battle. A. Know what you want. B. Know how you're going to pay for it. C. Be informed. D. Take your time. E. Above all, don't be gullible

The Battle to Buy a Car After twenty-six years in the car business, I can honestly say, " I've seen and heard it all. As with most things, the car business changes constantly. Always inventing new ways of sell a car. However, one thing hasn't changed. It still needs salesmen to sell their product. Most salespeople are knowledgeable, and upfront. However, it is a business. Salesmen are there to makemoney. Simply as that. Some just do it a little more ethically than others. This leads us, to the fast talking salesmen. You know the type: tall, dark, handsome, and knows it all. The minute you walk on the lot, he's on you like white on rice.

Equipped with sunglasses, and a cigarette in his mouth, he's ready to sell you everything but the kitchen sink. With that said, let me start by saying, " get armed". Buying a car today is a battle. Being prepared will be one of your greatest weapons. Therefore, here are five " Do's and Don'ts I've come up with. First, before you step onto the car lot, know what you want. What are your needs? Know what you like and do not like about your present vehicle. Knowing this ahead of time will help you buy what you want and not what the fast talking salesperson wants you to buy.

I've seen it. For example, a customer comes to purchase a four-wheel drive truck. He's living in Buffalo New York and gets 20 feet of snow at a time.

However, instead he leaves with a two-wheel drive truck. The customer is all excited; he loves his new red truck. Can't wait to show the guys. Bright red, 20-inch chrome rims, and only two hundred and forty bucks a month. What a deal! Unaware that his salesperson was awarded salesman of the month; for selling the only two-wheel drive truck, the dealership has ever had.

There you go. The saying is correct. There is an ass for every seat! Three weeks down the road the customer is late for work because the bright red truck, he's only paying two hundred and forty dollars a month for; can't get out of the driveway! Prioritize. Have an ideal of what's most important to least important to you. Second, know how you plan to pay for this vehicle. Are you paying cash or will you need to finance. If you are paying cash, know ahead of time how much you have or are willing to spend; and stick with it.

If you need to finance, check out interest rates and terms that are available to you through banks and other financial institutions, such as credit unions, small finance companies, and even family. Car dealers generate a great deal of income from assisting you with financing. The financial institutions pay dealers depending on what interest rate and term they give to the customer. You may, be able to save money doing it yourself. Third, be informed. The price is important to all of us. However, it's not everything. Before you can successfully negotiate anything, you need to know as much about it as you can.

Use all resources of information available to you. Today we have the optimum weapon, the Internet. Use it. The internet can show all makes and models of vehicles, help find the history of a vehicle, the worth of your trade-in, along with, the vehicle your interested in. Can assist you in being

informed of warranties, recalls, and what problems may exist within certain makes and models. Remember, when purchasing a used car, warranty means everything. You don't want to be stuck with a problem vehicle, and have a "thirty-seconds, thirty-feet" warranty.

In addition, previous purchasing experiences can be helpful. Knowing what kind of treatment and service you received from a particular dealership will let you know whether or not to return. A return customer should also be entitled to receive an additional discount. Loyalty has its advantages. Fourth, take your time. Don't be an impulse buyer. Never buy the first time on the lot. Take your information, and experience home with you. Discuss it, weigh all of your options and then make your decision. Fifth and final thought. Don't be gullible! Remember, if something is too good to be true it usually is.