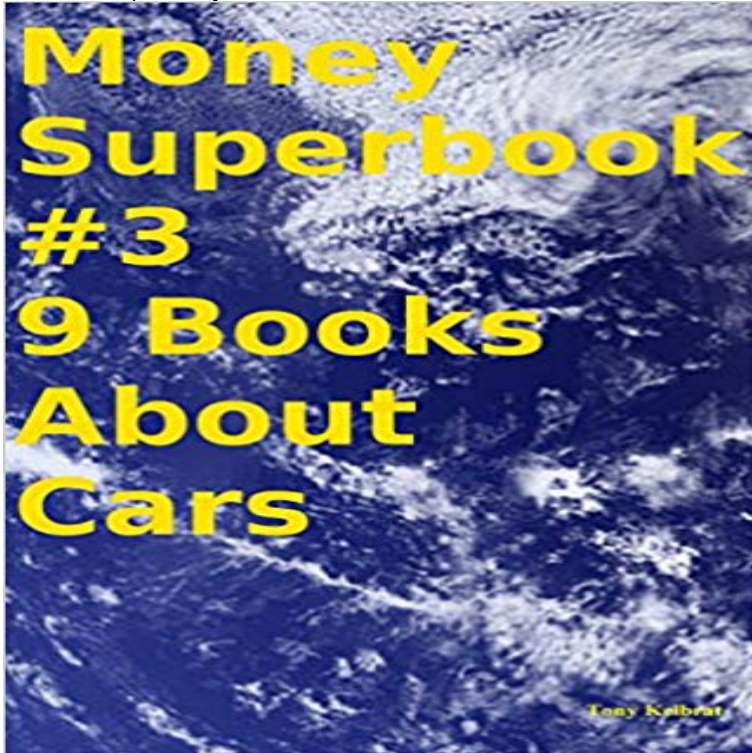


## Money Superbook #3 9 Books About Cars



The nine books about cars and car jobs are as follows: Volume 1. Buying a Car Basics Volume 2. Car Stuff For Sale Volume 3. Car Knowledge Basics Volume 4. Car Law Info Volume 5. Car Energy/Car Power Volume 6. Land Travel Basics Volume 7. Car Miscellaneous Volume 8. Cars for Fun Basics Volume 9. Car-Truck-Small Engine Job Guide For more car information, go to #629 or TL162 at your local library. Check the car magazines in the magazine stacks. For an extensive list of automotive magazines, refer to a periodical directory at the library.

Over the years, I've read at least twenty articles and books which talked about buying cars. Not one says to buy a new car. They say buy a used, late model one from a dealer that doesn't specialize in that type of car because they want to get rid of it. Most new car dealers also sell slightly used cars of the same model as their new ones. You'll save thousands of dollars buying one of these rather than a new one. Car values depreciate quickly. The best deal is probably buying a two to three year-old used car with a service warranty. Do not buy a more expensive car or a bigger one than what you realistically need. Do your research in advance, pick your car in advance then go to negotiate for the best price with the car dealers. Beware that car magazines are in business to promote cars and get a lot of money for ads so don't trust their car ratings tests. Trust only objective tests like those done by Consumer Reports, [consumerreports.org](http://consumerreports.org). Sell your extra cars. Keep your cars longer. Use a bike or a bus around the city. Buy used instead of new. Don't get stupid options on the car like rustproofing and fabric protection which are supposed to be there already. Don't buy extended service contracts. Ask about their demo cars for a bargain price. Watch out for rip-offs with used cars. Sell your old car privately rather than at the car lot but be wary when placing a classified ads.

Criminals sometimes use these ads to find victims they can rob on the pretense that they want to check your car out. If hauling something heavy, make sure your power train can handle it. Learn basic maintenance and do it yourself. Buy car parts at discount auto stores or at auto junkyards. You could either hang on to the car you got now, buy a used car, buy a new car or lease a car. I think the best way to buy a car is to go online and send email offers to local car lots. If you walk onto a car lot, your best bet is to be friendly, bring cash and go Saturday after four o'clock in the afternoon. The more he likes you, the better the price he'll give you. On a small car lot, there's one guy. On a big car lot, there might be five sales people. If the one you're with seems rude or not friendly, tell the manager that you'd like a more helpful salesman. Be straight and specific. If you got a bundle of cash, show him and tell him you got cash for the right car if the price is right. An expert sales person talks to you pretending to be friendly but he's really sizing you up for what kind of monthly payments can you afford. When he shows you a car that you like, don't show any excitement. Remain nonchalant. When he takes you into the room to talk, if he calls his manager to lower the price, that's a standard bullshit move. For them, it's not the sticker as much as monthly payments. They often screw on them by making mistakes in their favor in the math. If you bring in an old car and get credit as a trade-in, there's evidence to suggest that some car salesmen conveniently forget to credit your trade-in on the contract. It's fail-safe for them. If you catch them, they just act like it was an honest oversight. If they don't get caught, it's pure profit for them. The best thing you can do is make up a contract then tell the guy you're gonna take it home and look it over and come back tomorrow.

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