

Employees don't get a discount. They get a set employee price. I walked to the office, pulled the paperwork on the car, and walked back with his price. It took five minutes — tops. If he would have given me the paper the day before, we all could have saved the time and effort.

Know what you want. Do your homework. If the salesperson has to show you everything on the lot he/she is going to get tired and discouraged and more likely to try and screw you. The more time you take the more feel they have to recoup to make it worthwhile.

Buy a vehicle that is on the lot. If they have to do a dealer trade or order a vehicle, you will pay more. If they don't have what you want, then tell them what you are looking for. When it comes in they will call you.

Don't buy vehicles in the first model year unless you want to pay top dollar and like visiting the service department. Newly designed vehicles are always highly prized. Wait a year and save a few grand. It has been proven that new models are more likely to need service or have recalls. Let the manufacturer work the bugs out. Just as you should never visit a restaurant on opening night and expect a prompt meal, you shouldn't expect the automobile manufacturers to get things right on the first try.

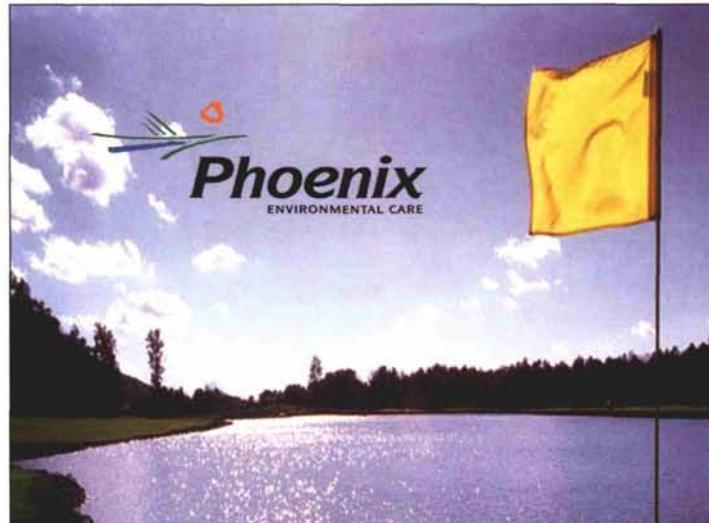
Ask questions. Ask a lot of questions.

Visit at the end of the month. Often the dealership has a target number of new vehicles to sell in a month. If they hit the target, then they get a bonus. Often there are perks for individual salespeople as well. The salesperson with the most sales can get a cash bonus or a great prize. This can be a good thing for

you. Visit at the end of the month, if they are close to their targets you will get a great price.

Find a salesperson that you like and trust. Go back to the same person every time. Schedule a visit to maximize your time. This can pay dividends. Build rapport, and they will let you in on some secrets. If you don't need a car right away, have the salesperson call you when it will benefit him the most. This could be a slow month when he just needs a sale, a month when you will help him hit his target or when he can get a bonus on the car you would want. You scratch his back and he should scratch yours. Your salesperson can help you get a loaner when your car is in for service. Heck, my sales guy will give me his own car when I come in if he can't get me anything else. Now that is a great deal.

In this internet age it is fairly easy to determine how much your car is worth and also find out the invoice price of a new vehicle. Check out www.edmunds.com for more information. Car dealerships know this. The smartest ones have set up internet access in the showroom so you can look up these values. If dealerships go to one price auto sales you can rest assured they will pad the price in their favor. Until then try and relish the fact that some things are negotiable. **-OC**



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