



So, You Want to Buy a Used Car: A Lighthearted Guide to Getting the Right Vehicle at a Fair Price

Bob Bruckert

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If you or a loved one is in the market for a used car, this straightforward and often amusing guide offers everything you need to avoid common scams, make a confident buying decision, and ultimately purchase a great vehicle at a fair price.

Relaying lessons learned over 43 years in the car business, Bob Bruckert pulls back the curtain on an intimidating world as he walks you through every step of the purchasing process. From determining the right vehicle for your needs to signing the final paperwork, it's all here and presented in a relatable and easy-to-understand format.

Above all else, you'll learn that while times may change, the RULES of the car business never do. This book explains those rules, leveling the playing field for a game in which the stakes are high and the uninitiated are at a serious disadvantage.

Whether you read it from cover-to-cover or use it as a reference throughout your buying journey, you'll find practical information on each of the following topics and more:

- The BEST place to shop for a used car (hint: it's not the dealer)
- Figuring out how much this car will REALLY cost
- BEFORE you buy the car
- Financing your car
- Buying vs. leasing
- Trade-ins
- Warranties and service contracts
- The final paperwork
- What to do if you bought a bad car

At every step, you'll discover the (often completely legal) methods that are used to separate honest citizens from their hard-earned money, and how to avoid them. From extremely high offers on trade-ins to "working a customer on payments," there are as many ways to take advantage of an uninformed car buyer as there are types of car to buy.

But in the end, the RULES never change. Once you understand them, you need only venture out with a smile on your face, your eyes wide open, and one hand firmly on your wallet. Here's to you, and a good deal on a good car!

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