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JULY, 1960



Auto Dealers' Digest

(July 1960)

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Auto Dealers Guide

Robert Genat



Auto Dealers Guide:

The Road to Profit: A New Dealer's Guide to Success in the Used Car Business Jt Hayden, 2023-09-27 Embark on a journey to automotive entrepreneurship like no other The Road to Profit is your ultimate roadmap to achieving thriving success in the competitive world of used car dealerships Are you a new dealer looking to make your mark in the industry This comprehensive guide is your trusted companion providing a step by step blueprint for every aspect of running a successful used car dealership Discover the art of sourcing the finest inventory pricing strategies that keep your customers coming back and the secrets to effective sales and exceptional customer service Navigate the legal landscape with confidence ensure compliance and safeguard your dealership's reputation But success doesn't stop there Uncover the strategies to market and advertise your inventory effectively both online and offline Learn how to protect your dealership from unforeseen challenges with expert risk management and insurance insights As you journey through these pages you'll also explore the path to long term growth and sustainability Diversify your inventory embrace cutting edge technology and build a reputation for quality service that resonates with customers Develop a loyal clientele through customer loyalty programs and community engagement And always stay ahead of the curve with continuous learning and self improvement The Road to Profit isn't just a guide it's your partner in prosperity Whether you're starting from scratch or looking to revitalize your existing dealership this book equips you with the knowledge strategies and inspiration to drive your business toward enduring success Join the ranks of thriving used car dealers who've turned their passion for automobiles into profitable ventures The road to profit awaits and this guide is your key to unlocking a bright future in the world of used car sales Start your journey today Success is just a turn of the page away

What Car Dealers Won't Tell You Bob Elliston, 1996 What car dealers won't tell you auto industry insider Bob Elliston will Whether you're leasing or buying whether you're purchasing a new or used car this comprehensive user friendly handbook will help buyers get the best deal in town With checklists tables and worksheets not found anywhere else this book takes the uncertainty out of buying a car

Auto Dealer Law Michael Charapp, Rob Cohen, 2011-08-01 This book won't teach you how to sell cars What this book will do is help dealers or prospective dealers avoid some of the common mistakes dealers make While nothing can substitute for the gut instinct required to be a successful dealer there are many legal pitfalls that can be avoided simply by asking the right questions about a path a dealer is about to go down There are a lot of legal misconceptions that everybody knows in the car business Dealers can benefit from a healthy dose of legal reality Auto Dealer Law provides just that

Don't Get Taken Every Time Remar Sutton, 1994 With completely revised with new sections on leasing and shopping on the Internet Author is the country's authority on leasing and is a frequent guest on shows such as 20/20 Oprah and Good Morning America For fifteen years Don't Get Taken Every Time has helped hundreds of thousands of consumers to get the best deal in town In this completely revised edition automotive consumer expert and former auto dealer Remar Sutton takes you through the process of shopping financing and

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employ to squeeze every last dime out of your pocket all while you're being sold a car you may not even want. Discover in detail the 12 crucial dos and don'ts to car buying from a seasoned insider. This comprehensive tell-all car buying guide holds nothing back. reviews Hanford Sentinel Commentary You and the Law Shopping for a new car Now a retired car salesman Lopez has written Inside the Minds of Car Dealers a book which You and the Law absolutely recommends that anyone in the market for a new car reads before stepping onto a dealer's lot. We were impressed by his honesty, desire to educate and protect the public along with a terrific sense of humor making this not only a practical money saving book but also an entertaining read. Just how practical is the book? Beyond interesting will it save me money you might be thinking. One of his tips was responsible for a You and the Law staff member saving close to 4,000 on a new car while another answered the question Do I trade in or sell privately. June 14, 2014 6:30 am By Dennis Beaver Hanford Sentinel Commentary You and the Law Shopping for a new car May 2014 Ray Lopez was recently interviewed by ABC's 20/20 you can watch it the May 9 segment here. Congrats to Five Star Publications author Ray Lopez who gave guidance to car shoppers on ABC World News with Diane Sawyer in the broadcast that aired on 11/16/2011. Video Used Car Tactics Former Salesman Speaks Out How do you get a car that's safe yet something for a great deal? USA Today quotes Ray Lopez, Five Star Publications author of Inside the Minds of Car Dealers as saying buyers of the priciest luxury cars want to have all that's available. But for more mainstream cars expensive safety features are a very hard sell. Read the article Ray's book to shop smarter for your next car. USA Today Next time I step onto a dealer's lot I'm going armed with insider information. Inside the Minds of Car Dealers is a new book written by Ray Lopez, a former car salesman with thirty years of experience in numerous dealerships. Inside the Minds of Car Dealers is as the title suggests a 118 page insight into the mind of a car salesman and contains engagingly written explanations of what goes on behind the curtain at a car dealer so to speak. Inside the Minds of Car Dealers offers tips on how to find a good dealer before you even leave the house, explains the head games salesmen play and how they can spot a so-called auto expert a mile away and take him or her for even more money than they will the average consumer. Reading Inside the Minds of Car Dealers I saw exactly what was going on when I bought my Miata and my Saab and my Escort. This book explained what the dealer was doing in each case and how I was getting taken for every last cent each time. Lopez's writing style is a bit heavy-handed at times but the information contained in this volume is vital, valuable stuff that'll make your next car buying experience a great deal less stressful. It's 15.95 well spent. Christopher Jackson Elephant Automotive Reviews What makes someone sell you a clunker? Inside the minds of Car Dealers. How to Buy Your Next Car without Fear is a guide for readers who seek a psychological edge in dealing with the shifty con artists who go by the more politically correct title of car dealers. Written by a man who has played the devil, he offers much in the way of trying to decipher the thoughts on both sides of the deal and does well in arming his readers in how to get the best deal they can and avoid the toxic ones. Inside the Minds of Car Dealers is a must for anyone considering purchasing a new vehicle in the near future. Midwest Book Review

Library Bookwatch December 2009 5 out of 5 stars A PROFESSIONAL INFORMATIVE AND USEFUL GUIDE In 2003 I walked into a Chevrolet showroom to purchase a new car for my daughter As I look back now I remember being there from opening to closing After signing the contract and going through with the deal I realized that I wasn't prepared and I could have saved a lot of money Since that sale I've read many books and did some research on how to buy a new car or used car and what we should know about trading in your car In comparison to THE CAR BUYER'S BIBLE HOW TO BUY A CAR and BUYING A CAR FOR DUMMIES I found INSIDE THE MINDS OF CAR DEALERS to be the most informative guide on this subject If you want expert advice on buying a car then it would be logical to obtain information from someone who spent thirty years as a car salesman who served an estimated 2 800 customers per year Ray Lopez worked for many top notch leading dealerships such as Chrysler Cadillac and Nissan Through the experience of his thirty year career knowledge and expertise the author can educate the public on how to be a wise car buyer I highly recommend this book to anyone who is contemplating on buying a car or trading in your used car The author provides excellent information that is extremely helpful in purchasing a car or trading one in This book is easy to read and understand many tips are provided on how to obtain the best deal and many crucial factors are included as to what to do and what not to do Did you ever go to a showroom and buy a car that you didn't want Were you ever told by a salesman that you can afford to buy their car Were you ever disrespected or mistreated by a car salesman Were you ever lured into a factory discount Ever gone for a test drive but told you can't drive it off the lot due to insurance liability Ray Lopez can answer these questions and many more while showing you every trick of the trade that can be used against you through manipulative schemes The author reveals the biggest secrets in the car buying industry in this unique professionally written informative guide INSIDE THE MINDS OF CAR DEALERS is something you may want to read again and again before walking into that showroom as a potential buyer You will indeed be prepared and informed on how to become a composed car buyer Ray Lopez encourages you to do research includes resources of what to be aware of and how to detect signs of being taken advantage of By Geraldine Ahearn Author Geri Ahearn October 5 2009 Phoenix AZ 5 0 out of 5 stars Very Impressive Amazon Verified Purchase I bought the book because I wanted to find out the right way to buy a car I'm going to be ready for a new one in a few months So I might as well start now on learning all I can about car salesmen I can't trust them My goal was to buy one read it then buy another and so on as long as they had high recommendations and were reasonably priced I figured I'd spend about 75 on 5 books By then I could probably learn everything about how they always end up screwing you And if it cost me 75 but saved me 1000 or more it would be a worthwhile investment I saw this book and I liked the title so I thought why not I'll take a chance I'm really glad I did Inside The Minds Of Car Dealers has everything you'll ever need to know on how to get a really good deal There was stuff in it that I never even dreamed of that goes at the dealership And it's not just with the salesman It's with the sales manager the way the showroom is laid out and even the dealership's ads for salesmen Who would've ever thought to start researching there first

But it does make sense This book explains why you never want to go on the lot with an attitude like you know how to deal I just found out why my friend ended up paying more for his Focus than I did a couple years ago We bought ours a few days apart He told them he knew the exact price they paid for the car and he wouldn't pay anything over that He ended up paying 1378 more than me And the reason is in this book Too bad for him the book wasn't available back then There's so much great information in it and it's so easy to read too None of the sales lingo Just plain English And it uncovers even more than you'd ever expect I'm going to read it a few more times before I get my new car And I recommend to everyone to buy Inside The Minds Of Car Dealers It will save you money and a lot of time And like the title says you can Buy Your Next Car Without Fear By Radio Guy November 14 2009 Los Angeles

The Automobile Dealer and His Employees National Automobile Dealers Association, 1966 *Consumer Protection in the Used and Subprime Car Market* United States. Congress. House. Committee on Energy and Commerce. Subcommittee on Commerce, Trade, and Consumer Protection, 2011 **Commercial Law Reports** 1997 ,2012 The Used Car Dealers Guide to Success Kenneth Carl Laury, 2001 *Erie (Erie County, Pa.) City Directory ... Including Lawrence Park, Wesleyville, and Westminster ...* ,1939 **Federal Register** ,2012-12 **How to Buy a Used Car** ZEKE, 2017-08-29 DO NOT BUY A USED VEHICLE UNTIL YOU HAVE READ THIS BOOK

INTRODUCTION OVERVIEW AND WHAT YOU WILL LEARN IN THIS BOOK BE A WINNER IN THE CAR BUYING PROCESS AND SAVE THOUSANDS OF DOLLARS AND OR GET A QUALITY VEHICLE FOR LESS IN THIS BOOK ARE SOME SIMPLE AND QUICK MUST KNOW CONCEPTS FOR A CAR BUYER TO UNDERSTAND TO BE ABLE TO PURCHASE A VEHICLE FROM A DEALER AND OR PRIVATE PARTY SELLER AND GET THE BEST PRICE AND OR THE BEST INTEREST RATES AND OR THE BEST TERMS AND OR TO INSURE A QUALITY VEHICLE THAT WILL SERVE YOU WELL This very short book will give you the ABSOLUTE confidence from the beginning to the end of the car buying process of how to go out and purchase a vehicle and save thousands of dollars and receive a quality vehicle that will serve you well This book is ABSOLUTELY the way to minimize the price you pay for a vehicle and an ABSOLUTE way to minimize the interest rate and an ABSOLUTE way to get closer to the terms you want and an ABSOLUTE way to insure a quality vehicle in any car buying deal If you do not know these concepts and car buying tips you will CERTAINLY pay more for the price of the vehicle and or the interest rate on the vehicle will be higher and or the other terms will CERTAINLY work against you and you could possibly buy a dud bad vehicle FURTHER this book is short and straight to the point This book is also very simple to follow and all the concepts are disclosed in a way that is manageable so you can master them easily and quickly and commit them to your memory or strategy and go into the car buying process with extreme CONFIDENCE and get a great deal By now we all are aware that Dealers Dealerships Sales People and Sellers of vehicle's make more when they sale the vehicle at a higher price There is no secret that the seller's whole motivation is to sell you the vehicle at the highest price possible and or at the highest interest rates possible and or on the seller's terms It is a very common practice in dealerships that the higher the

sales person sales the vehicle for the higher the sales person s commission The higher the interest rate the higher the sales person s commission The more the sales person can convince you to sign the contract closer to his terms the higher the sales person s commission Therefore it should not be a surprise to you that you need to gain the most knowledge you can to offset the sales person s strategies and tactics and save yourself some money Money that you can use for other things This is just common sense The concepts and the explanations of these concepts will CERTAINLY put you at a better advantage and keep the Sales Person from eating you alive These concepts are a MUST KNOW This book entails a very concise and short but thorough straight to the point step by step guide on how to successfully get a good deal on a vehicle Directly below are 12 SIMPLE and QUICK MUST KNOW concepts to understand to be able to get the best PRICE deal and or the best interest rates and or the best terms and or to insure you receive a quality used vehicle Please read the concepts below Then continue reading and the following pages will explain and expound on each concept and what each means in detail so you understand each

- 1 TRUSTING THE SELLER IS A BIG KEY IF AT ALL POSSIBLE MAKE SURE THE SELLER IS SOMEONE YOU CAN TRUST IF THE SELLER IS SOMEONE YOU DO NOT TRUST IT MAY BE IN YOUR BEST INTEREST NOT TO BUY THE USED VEHICLE IN SOME CIRCUMSTANCES THIS IS KEY
- 2 MAKE SURE THE VEHICLE IS WHAT YOU NEED AND OR WANT IN YOUR OWN MIND BEFORE STARTING THE NEGOTIATING PROCESS
- 3 MAKE SURE THE CAR IS SOLID AND IN GOOD MECHANICAL CONDITION BEFORE YOU START THE NEGOTIATING PROCESS
- 4 HAVE OTHER VEHICLES THAT YOU ARE ALSO COMPARING OR AT LEAST ACT AS THOUGH YOU HAVE OTHER VEHICLES THAT YOU ARE COMPARING
- 5 DO NOT EXPOSE HOW MUCH MONEY OR FINANCING YOU HAVE TOO SOON THIS D

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