

What the car dealers don't want you to know!

Beat The Car Dealer Beat The Car Game

Ricardo Montoya, David Christianson

Beat The Car Dealer Beat The Car Game:

How to Beat the Car Dealer at His Own Game L. J. Brum, 1982-03 How to Buy a New Car and Beat the Car Dealer at His Own Game Ricardo Montoya, David Christianson, 2014-04-28 It is really like going to war with the dealerships when you want to purchase a new vehicle The dealers are much more equipped and advanced in their tactics than the average consumer going into the deal They negotiate vehicle deals day in and day out but you do it once every 3 to 7 years who do you think is going WIN However once you have learned our War Tactics You Will Beat The Car Dealer at His Own Game This is a consumer guide for new cars that really delivers step by step process to follow Horse Trading in the Age of Cars Steven M. Gelber, 2008-10-01 The trading selling and buying of personal transport has changed little over the past one hundred years Whether horse trading in the early twentieth century or car buying today haggling over prices has been the common practice of buyers and sellers alike Horse Trading in the Age of Cars offers a fascinating study of the process of buying an automobile in a historical and gendered context Steven M Gelber convincingly demonstrates that the combative and frequently dishonest culture of the showroom floor is a historical artifact whose origins lie in the history of horse trading Bartering and bargaining were the norm in this predominantly male transaction with both buyers and sellers staking their reputations and pride on their ability to negotiate the better deal Gelber comments on this point of sale behavior and what it reveals about American men Gelber's highly readable and lively prose makes clear how this unique economic ritual survived into the industrial twentieth century in the process adding a colorful and interesting chapter to the history of the automobile

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