



How to Buy a Car: Your Guide for Surviving the Auto Dealer's Finance Office

R.W. DeGonia

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The last stop in your car buying experience is many times the most costly. Entering the dealership's finance office with out the proper preparation can and will cost you more than you should pay. This guide is designed to take the educated buyer to the next level. Most everyone has learned the tricks of the car selling trade and know how to negotiate a great car deal. Very few are prepared for the smooth talking finance manager that lies in waiting at the end of the transaction. From interest rates, loan term, and additional products this guide helps to explain the why and the how of the most profitable office per square foot in the entire dealership. **DO NOT BUY** your next car without this knowledge, it will cost you **THOUSANDS!**

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