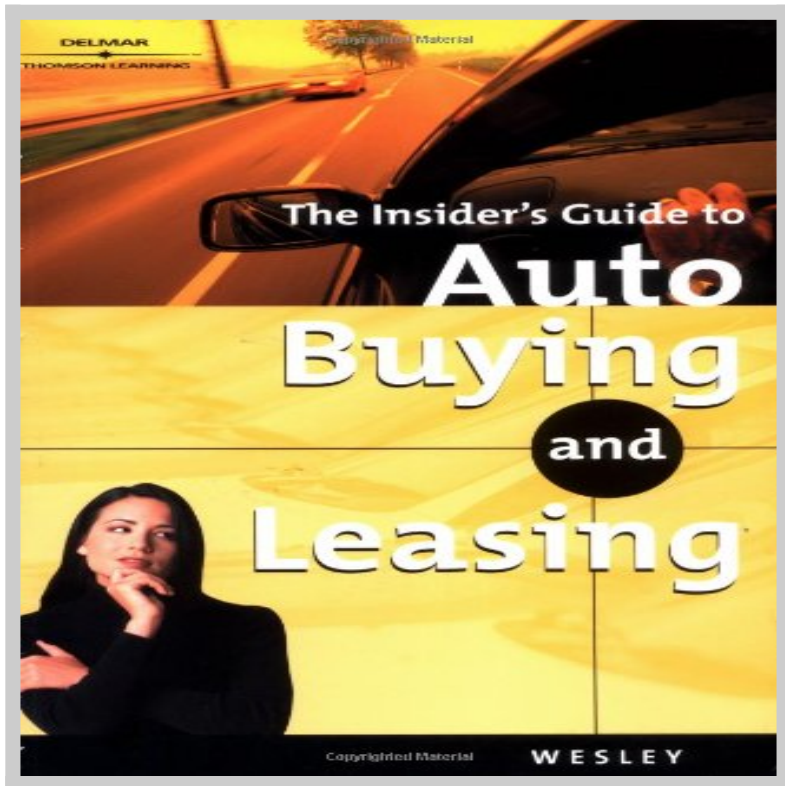


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Auto Buying Leasing Insiders Guide Book Preview

Written by a professional automotive sales and finance manager, Auto Buying vs Leasing is intended to help you save time and money by providing you with the knowledge and tools needed to negotiate the best deal. What to look for in new and pre-owned vehicles, how to prepare a currently owned vehicle for trade-in, the importance of dealing on price, plus step-by-step examples to take the mystery out of calculating lease or finance payments is just the beginning. By exploring this industry in depth, this book familiarizes you with industry terminology as it guides them through the ins and outs of cash payment, credit, and financing; after-market products, plus post-sale vehicle care and maintenance warranties.

Final chapters caution readers about the potentially dark side of the auto business while offering useful advice to ensure a successful, dread-free car-buying experience.