



How to Buy a Car Without Losing Your Shirt

By MR Jay Hamilton

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. MR Michael Garvin (illustrator). 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.When you walk into a car dealership to look for a car, who do you think has the advantage? Does the customer have the advantage, since he has the money? Not on your life! Even if you buy a new car every two or three years, the salesperson who is about to greet you talks to at least three or four customers EVERY DAY! The dealer has this down to a science, and you don't. This book will tell you what to watch out for, and how the salesperson is trained to control the customer. I became a car salesman after I went shopping for a new pickup truck in 1979, and the dealership offered me a job because the salesperson couldn't control me, and couldn't break me. In fact, I bought another brand entirely, because I got such a great deal. But I just could not turn down the kind of money I could make selling what I knew were the most reliable cars on the road,...



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