



## **Edmunds.com Strategies for Smart Car Buyers (Edmunds.com Car Buying Guide Strategies for Smart Shoppers)**

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This book outlines proven buying scenarios, clearly explaining the consumer's course of action in simple terms. The complex and sometimes frightening process of car buying is demystified in a comprehensive guide that covers:

- How to choose the right car
- New/used car-buying strategies
- Getting a used car bargain
- Avoiding the pitfalls of leasing
- How to shop for insurance

In addition, *Strategies for Smart Car Buyers* includes several appendices and a variety of new material to complete the buyer's research process, including:

- The acclaimed investigative series, "Confessions of a Car Salesman," relating insider secrets in an entertaining account of two car dealerships
- Monthly payment charts and monthly leasing payments
- Expanded financing section detailing crucial contract dos and don'ts
- Additional commentary throughout text from undercover car salesman Chandler Phillips
- More in-depth information on trade-ins and lease-end strategies
- Edmunds' latest consumer tool: "Smart Car Buyer"
- Bonus section: "Verbal Self Defense" avoiding sales language pitches and traps
- New section: "Safely Navigating eBay Auctions"

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