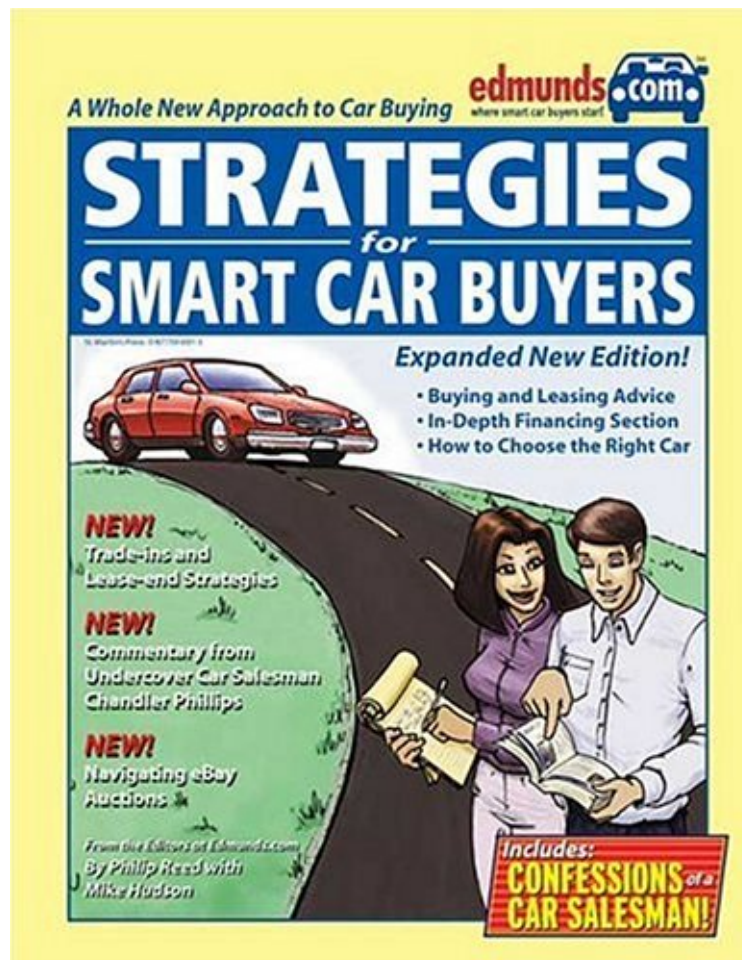


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This book outlines proven buying scenarios, clearly explaining the consumer's course of action in simple terms. The complex and sometimes frightening process of car buying is demystified in a comprehensive guide that covers:- How

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"