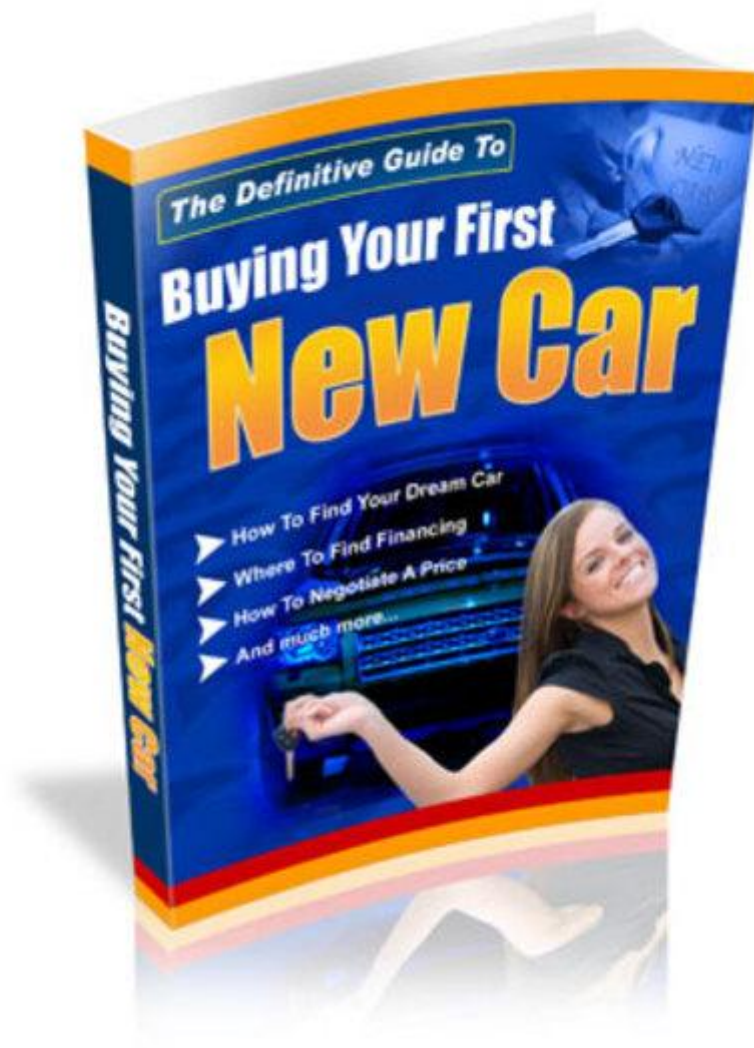


# Buying Your First Car



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One way to learn more about cars is by reading about them online. You will be able to compare styles, prices, and other features. Knowing a new cars wholesale value will make it much easier when negotiating with salespeople at a dealership. The wholesale price of a car is how much the manufacturer is charging before dealers add on commission fees, tax, tags, registration fees, and delivery fees. While you should expect there to be some mark-up, you can still talk the price down to suit your needs. In this book, you will learn: How to find your dream car Where to find financing How to choose a salesperson How to negotiate a price Learn when to walk away from something if it seems too good to be true. Learn what to look for when test driving a new car Where to find car insurance And more.

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