

AutoTalk

Q: I was told the way to get a good deal on a new car is to visit several dealerships and ask them for their best price. This seems really time consuming... *Is this really the best way to get a good deal?* ~Sam T.

A: Great question! ... and you're right – that would be very time consuming! Fortunately, that isn't what you should do anyway! Let me explain....The average salesperson is asked that question everyday. They are fully prepared to answer and don't actually take it as a serious request. Best case scenario, they go back and forth between you and the manager and negotiations begin. Worse case scenario, you encounter some negative tactics such as bait and switch or a low price in exchange for a higher rate. The key to getting a good deal is being prepared - *research, research, research*. A quick call to your credit unions automotive advisors at GrooveCar will take the hassle out of buying a car. They'll arm you with the information you need to figure out what the bottom-line really is.

Good luck and Happy motoring!
~Your friends at GrooveCar

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