

Things to already know

Exterior color

Interior color

Number of doors

The trim level

How much you want to pay over the invoice price

Your bargaining point

the price you want it for

The transmission

Estimated amount of miles

Things the salesman wants

A guaranteed amount of profit

To finish the sale in a few hours

a small amount of work

to be offered a little bit over the invoice price

to take a chance on someone who for sure is going to buy a vehicle

What to use to your advantage

Dealership invoice

Price that the dealership payed

The fact that your ready to buy it

Be prepared to

Purchase the car at that same moment

Have a bargaining point to start off at



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