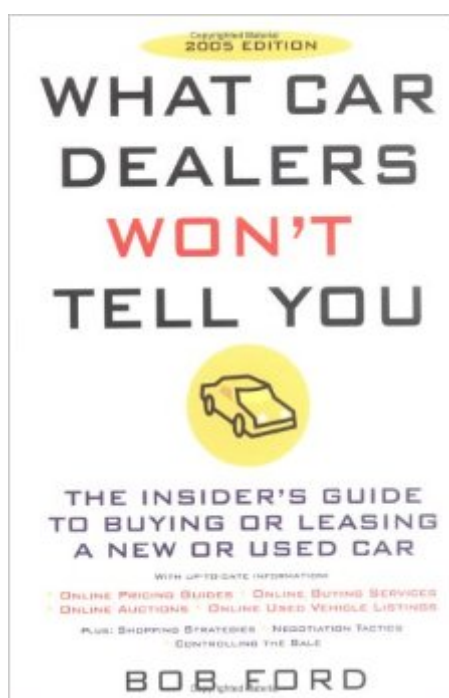


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# What Car Dealers Won't Tell You (2005 Edition): Revised Edition



## Synopsis

Buying a car? Afraid you'll get ripped off? Bob Elliston, President of Automotive Consumer Information Service, Inc., gives you the insider tips you need to get the best car and the best deal. Elliston walks the reader through each stage of buying a car and includes valuable information on: Using the psychology of the car dealer to negotiate a great deal Deciding between buying or leasing, new or used, foreign or American Shopping at auto auctions Figuring out what to pay before entering the dealership How to use the Internet to your best advantage from research to online buying services With checklists, tables, and work sheets not found anywhere else, *What Car Dealers Won't Tell You* levels the playing field and takes the uncertainty out of buying a car.

## Book Information

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## Customer Reviews

The description says the author is Bob Elliston but the cover of the book says it's Bob Ford. So let's just call him Bob. I think Bob is very unethical and deceptive. In this book, Bob recommends you tell a lot of lies when purchasing a car or selling your own car. Then he includes a chapter "About Car-Buying Services." He includes interviews with 6 national car-buyers. At least one of them, Consumers Automotive, has a shocking review on Yelp indicating they are a scam. Of the other five, some don't seem to exist any more, some don't seem to offer actual car-buying services, and some have poorly functioning websites. I don't trust Bob or his book but I gave two stars because I got some good ideas from this book although I'm really perturbed by all the false stuff. Notice one of the other reviewers is named Bob Ford...anyone agree with me it's probably the author of the book?!

I really liked this book because it prepared me for what to expect when shopping for a lease on a car. It's full of useful info you can use to negotiate a deal on a car.

Not bad.

Tremendous help in buying a car. A font of insider information and well written.

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