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Free Guide By [EuromanDriver.com](http://EuromanDriver.com) and [SUVcarRENTAL.com](http://SUVcarRENTAL.com)

## **How To Get A Discount On A New Car?**

Never pay full price for a new car! Follow these tips to get the best price on a new car. These principles can be used for both new and used cars.

Here are ten ways to get discount on a new or used car. The principles are basically the same for new or used cars. Anyone can get a discount on a car, but not everyone gets it because they do not ask. Even without asking for a “special price” or “discounted price” some car dealerships offer some discount. But there are simple steps on how to negotiate a good discount on a car. Discounts between 8%-20% is normal! There are so many ways to get a great offer and discount on a new car. Here are ten simple ways that can help you.

### **1. Make sure you know what extra equipment on a car you want before you visit the car dealer.**

Make sure you know exactly how much you want to pay. Don't show sales person too much excitement on a particular car model, but be cool and ready to walk out of the car dealership right away. Car dealers are very tricky sales people, so be more laid back than the sales person. Be nice but don't give too much of yourself. Say that you are “looking around” and make sure to leave your email. They will contact you if they are serious sales people.

### **2. Get Quotes From Multiple Dealerships.**

Make sure to visit ALL the car dealers for the car brand and model you are interested in. They usually have their own “special price” to offer. Some might be launching limited first edition models that usually have huge discounts. You can easily get 20% off the price this way. And with these first edition launch cars there is probably no waiting time, because the car is already at the dealership. But hurry, they go fast! Get a quote from all the dealerships, including car service and financing. And always ask for discounts or you won't get it. Get everything in writing!

### **3. Timing is everything!**

If you are looking for a model that will soon have a face lift/redesign it is possible to get very big discount as well. I have seen up to 30% off brand new cars. The reason why is because the car dealerships usually have a lot of “stock cars” in their storage and need to sell them fast to make room for the new models. A new model does not always mean a better model! Also, if you visit a car dealership on the late afternoon of the last Friday or Saturday of the month, you can probably get some good discounts as well. Car sales people earn commission on every car they sell! And even get commission from the car service and financing plan you choose!

### **4. Avoid Most Extra Options.**

Most options and upscale trim levels do not hold their value well when it comes time for resale, according to Autotrader and others. Usually there is a huge difference between a new base model of a car and the top trim level. Don't add extras you don't really need. Be honest with yourself, it's just a car! Go for a base model or mid trim level with only a few extras (two to three). Cars are becoming more high tech. The GPS option is especially popular. But right there you can save a lot by just using android auto and apple car play in the car, instead of subscribing to some expensive

gps service.

## **5. A Good Attitude Opens Doors**

If you do negotiate a discount face-to-face, be nice to the salesperson. Compliment him or her on their knowledge of cars, etc. It might be their job to be nice to you, but if you treat them well in return, they're more likely to help you get a good deal. So keep a good relationship with the salespeople. Even if you don't buy a car at that particular place, you might be back one day. A friendly attitude is always good. Be cool, friendly and open minded, but still focused on your goal!

## **6. Trading-In Your Old Car In The Deal**

Make sure, if possible, to treat the new vehicle's purchase price and your trade-in as two separate negotiations. Trade-in is very common, but know that you will get less for your old car in the trade-in than if you sell your old car on your own. Ask the car dealership to discuss the trade-in separately from your new car purchase so the numbers will not confuse you. If the new car is already at the dealership and ready to drive home, it might be easier to trade-in your old car for the price you want.

## **7. Walk away!**

The best weapon to get the discount you want is to walk away. Make sure they have your contact details and maybe they will give you the discount you want either right away or later. Walking away is like money walking away. So don't be afraid. However, make sure you actually do walk away. Many people try to use this trick but never actually go away. They stick around and accept the first offer! Use your feet! This is your biggest advantage, and their greatest fear. There are many other car dealerships out there that are ready to give you a great discount.

## **8. Negotiating the Price The Smart Way!**

The less you talk the better. You should keep it simple and businesslike. Don't smile too much, but be friendly with an open attitude. Make sure you know everything about the car you want and about the financing before you visit the car dealership. Being prepared will give you a huge advantage and the salesperson will know that you are super prepared. Do not accept the first offer they give you, always want more! Don't be arrogant, but being businesslike and serious is always good. And remember your smartphone to be really smart....

Using Your Smart phone While Negotiating. Keeping your smartphone open with a car site like Autotrader or auto-uncle etc. in the browser will help you. Salespeople are wary of this online knowledge you have right on your hand, which means they can't bluff with unreal prices because they know you already know what you can get elsewhere! Smartphones are the fear of the salespeople. Knowledge is power!

## **9. Adding Extras For FREE!**

Adding extra equipment is possible. You just have to ask or walk away. Accepting the full price without any free extras is the dream of any salesperson. But again, make sure what you want even before you get there. Educate yourself and make sure you know more than the salesperson. I have been at car dealers where I knew more than the salespeople! That will really help you. Ask for extras. Ask for free service and road assistance. Ask, ask, ask!

## **10. Demo/lease cars with 30% off!**

At any car dealership there are demo cars for sale or "soon to be on sale". You can really save a lot of money by buying a demo car. Usually the demo test cars are nicely equipped. Most people are afraid of buying a demo car because "it is not new" but it is actually still rather new, with only a few

miles. These cars are as good as new, plus the small faults have already been taken care of. Most of them still smell like a new car and you save a lot of money. Make sure to ask for more discounts and extras like free service, etc. You can also buy an almost new lease car. Premium cars like Mercedes Benz, Audi, BMW are also used as lease cars. Many of them are sold after less than a year on the road with huge discounts. Make sure you get warranty and free service if you buy a former lease car. These cars are usually as good as a new car. And you can save 30%!

### **11. Read the Paperwork Before Signing!**

This is very important! Before signing any papers, contracts, financing deals, trade-in deals, make sure to read everything. And eventually bring someone with you who understands how to read these papers. IT's easy to be "tricked" into signing papers with extra expenses that you are not aware of. I have personally walked out from a dealership because the salesperson broke my trust and almost made me sign papers with expensive car service. I just walked out and never came back. Salespeople know how to talk and can be tricky. Just don't sign any papers where the price is not what you negotiated. Drop the pen in your hand and walk out! Find a better deal somewhere else. Some car dealerships are good and some are really bad. You can find reviews on google on most car dealerships.

**Keep in mind that knowledge is your friend, confusion isn't, and you always have the option to walk away if you're uncomfortable. Bring a friend who has experience with car sales or find an auto trader online that can help you and give you discount online even without talking to a salesperson.**

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