



Making And Selling Cars

James Stephenson



Making And Selling Cars:

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How to Sell Cars ZEKE, 2017-10-26 DO NOT SELL A USED VEHICLE OR ENTER THE CAR BUSINESS UNTIL YOU HAVE READ THIS BOOK BE A WINNER IN THE CAR SELLING PROCESS AND MAKE THOUSANDS OF DOLLARS AND AT THE SAME TIME CREATE A VERY SATISFIED AND RELIABLE LONG TERM CUSTOMER BASE HERE ARE SOME SIMPLE AND QUICK MUST KNOW CONCEPTS FOR A CAR SELLER DEALER DEALERSHIP OR ENTREPRENEUR TO UNDERSTAND TO BE ABLE TO SELL A VEHICLE OR TO SELL MORE VEHICLES TO CUSTOMERS AND CREATE A SATISFIED AND RELIABLE LONG TERM CUSTOMER BASE As you are reading remember this there is nothing wrong with making a lot of money as long as you make it the right way AND it s not what you do but rather how you do it I have been a successful car sales person for about 13 years and a Licensed Car Dealer for approximately 11 years I have owned and ran my own dealership for about 11 years as well Therefore I know this business very well through my own experiences and can tell you what it takes to be successful in this business and how to maximize your money making possibilities This very short book will give you the ABSOLUTE confidence from the beginning to the end of the car selling process of how to sell a vehicle and make thousands of dollars and create a very satisfied and reliable long term customer base that will serve you well for a long time This book is ABSOLUTELY the way to minimize the price you pay for a vehicle and an ABSOLUTE way to make sure you acquire quality vehicles and an ABSOLUTE way to sell more vehicles and an ABSOLUTE way to maximize the profit you make at the sale of the vehicle and an ABSOLUTE way to get more customers and an ABSOLUTE way to ensure you create a very satisfied and long term customer base that will serve you well for a long time If you do not know these concepts and car selling tips you will CERTAINLY pay more for the price of the vehicle and or you will be selling low quality vehicles and thus sell less vehicles and or you will DEFINITELY make less profits and you will not have many satisfied customers and you will not be able to create a long term satisfied customer base FURTHER this book is short and straight to the point This book is also very simple to follow and all the concepts are disclosed in a way that is manageable so you can master them easily and quickly and commit them to your memory or strategy and go into the car selling process with extreme CONFIDENCE and make a lot of money and have a very happy and satisfied long term customer base By now we all are aware that Dealers Dealerships Sales People and Sellers of vehicle s make more when they sale the vehicle at a higher price There is no secret that the seller s whole motivation is to sell a customer the vehicle at the highest price possible and or at the highest interest rates possible and or on the seller s terms It is a very common practice in dealerships that the higher the sales person sells the vehicle for the higher the sales person s commission The higher the interest rate the higher the sales person s commission The more the sales person can convince the buyer to sign the contract closer to his terms the higher the sales person s commission Therefore it should not be a surprise to you that if you were to change this mindset and you become a seller with the mindset to create a satisfied customer then you would be well on your way to out doing the competition Thus

you need to gain the most knowledge and develop strategies and tactics to create a satisfied customer base It s simple No customers No business This is just common sense The concepts and the explanations of these concepts will CERTAINLY put you at a better advantage and stimulate growth for your business These concepts are a must know This book entails a very concise and short but thorough straight to the point step by step guide **Mastering the Art of Selling Cars Online** Edward Coleman,2003 Industry expert Eddie Coleman reveals the secrets of selling cars online and making millions doing it Learn sales marketing and website strategies as developed by the nation s leading e dealer visionary *Gross Deception* Dale Pollak,2020-02-04 A journey of discovering and correcting a hole in the used car universe Dale Pollak innovator and leader of the automotive sales and management industry will once again have you rethinking how to manage the used car business More than a how to business book Gross Deception is a story of finding a problem in the reliance on gross profit and the trials to create a solution This thoughtfully written book not only shows you the trial and error of potential answers but also how to apply the answer that culminated from years of work Referred to as ProfitTime Dale s solution includes both the New Math of Used Vehicles and the Investment Score system helping you to know the ROI and net profit potential of every vehicle With Dale s ProfitTime solution you will Invigorate your cash flow Increase your sales volume Introduce new metrics Initiate value based management Identify market shifts Through metric and methodology Gross Deception will restructure how you view a car s time on the lot **Lemon-Aid Used Cars and Trucks 2011-2012** Phil Edmonston,2011-04-25 A guide to buying a used car or minivan features information on the strengths and weaknesses of each model a safety summary recalls warranties and service tips *Lemon-Aid Used Cars and Trucks 2010-2011* Phil Edmonston,2010-05-11 The automotive maven and former Member of Parliament might be the most trusted man in Canada an inverse relationship to the people he writes about The Globe and Mail Lemon Aid shows car and truck buyers how to pick the cheapest and most reliable vehicles from the past 30 years of auto production This brand new edition of the bestselling guide contains updated information on secret service bulletins that can save you money Phil describes sales and service scams lists which vehicles are factory goofs and sets out the prices you should pay As Canada s automotive Dr Phil for over 40 years Edmonston pulls no punches His Lemon Aid is more potent and provocative than ever

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