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James M. Rubenstein



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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. **Making Advertising Pay** Harold Francis Eldridge, 1917. *The Car Salesman's Bible* Ron Vest, 2016-08-22. One of the greatest compliments I have ever received came very unexpectedly. I had been in the car business for about 20 years and had personally trained over 300 salespeople. The same training you are about to receive. I was just hired as the general manager of a dealership and was holding my first meeting with the salespeople. I was making the point that following a process is extremely important and I listed the steps in the sales training that are in this book. One of the salespeople raised their hand, took out a folded up piece of paper and read the steps of the sales process I had just listed. I asked him where he got that from and he said that salespeople had been passing it around for years because they never received better training from their employers. That is the reason for this book. To give the person who wants to be a professional car salesperson a map on how to achieve success. This book is very extensive and was written for the new hire as well as the seasoned pro. I truly hope this becomes a tool that you use often and you have the discipline to follow the process. In other words I hope this becomes *The Car Salesman's Bible*. Best regards Ron. [The Saturday Evening Post](#), 1911.

How to Sell Cars Ezekiel ZEKE, 2021-05-16. DO NOT SELL A USED VEHICLE OR ENTER THE CAR BUSINESS UNTIL YOU HAVE READ THIS VERY SHORT AND SIMPLE BOOK. THESE BUSINESS STRATEGIES AND TACTICS ARE EASY TO REMEMBER AND CAN BE USED FOR A LIFETIME. 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 AND OR TO BE ABLE TO SELL MORE VEHICLES TO CUSTOMERS AND TO 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. And it's not what you say but rather how you say it. I have been a successful car sales person for about 16 years and a Licensed Car Dealer for approximately 14 years. I have owned and ran my own

dealership for about 13 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 or you will not have many satisfied customers and or you will not be able to create a long term satisfied customer base FURTHERMORE 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 These 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 short and concise but thorough straight to the point step by step guide to selling a car and or for selling more cars And again THESE BUSINESS STRATEGIES AND TACTICS ARE EASY TO REMEMBER AND CAN BE USED FOR A LIFETIME We will discuss Why quality honesty and integrity are so important where and how to find the best price deals on vehicles how to inspect a vehicle before putting it in your inventory how to prepare your vehicles for sale how to market your vehicles and how to engage your customers to get them to buy So let s get started By now we all are aware that Dealers Dealerships Sales People and Sellers of vehicles 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

Real Book on Selling Cars and Making Money Steve Nance,2011 **Life** ,1911 **Collier's** ,1911 *Management and Administration in Manufacturing Industries* Leon Pratt Alford,1922 Car Dog Millionaire Jim Flint,2015-12-29 It s an age old question with a straightforward answer who wants to be a millionaire Well everyone does of course The tough part is figuring out how And believe it or not if you re a dealer or manager in the automotive industry you might be missing out on one of the biggest ways to increase your earning potential The best part You already have all of the tools and resources you need at your disposal As a twenty year veteran marketer renowned for growing businesses of all types Jim Flint knows

firsthand the difference a dealer's digital presence can bring to real life sales And in Car Dog Millionaire he shares the valuable research he's conducted over the years combined with Google's own astonishing data on how website visits correlate to car sales Using an entertaining quiz show format this guide will let you know the truth about the power of online marketing and how this information can be used to your advantage In addition to real life research trivia and valuable advice you'll be able to read candid conversations with car dealers as they put these methods to work for themselves and address the most successful strategies for improving their sales

Automotive Industries, 1910 *Michigan Manufacturer & Financial Record*, 1911 **The Fordowner**, 1915 Popular Mechanics Henry Haven Windsor, 1917 Motor World for Jobbers, Dealers and Garagemen, 1917 **The Horseless Age**, 1917

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