

## Car Sales and Service Deal Trick\$:

**Auto Industry Tricks:** Packing • Grounding • Flipping and turning • Curbstoning • Lemon Laundering • Double dipping • Inflating invoices • Artificially shorting supply to increase demand • Confusing paperwork • Non-disclosure of hidden damage and repairs • Unchecked profit creep • Deal milking • Bait and switch • Lure low and hard sell up • Price gouging • Siphoning of gasoline or removal of bumpers and other items between test drive and drive-off • Selling over-lapping “extended” warranties • Psychologically manipulative advertising • Service shenanigans • Customer ping pong • Low-balling • Tossing back offer top-offs • Add-ons • Misrepresentating the origin, use or condition of “new” vehicles • System Selling • Blaming the customer • Etc., Ad nauseum... Ad infinitum...

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*Buyer Beware*  
**Emptor**®

**Trick\$ of the Great American Car Deal**

[www.autobuyology.org](http://www.autobuyology.org)

1. **Negotiate the manufacturer's profit** on all car deals and leases, including so-called “value priced” or one size fits all pricing schemes. Savvy consumers ding the dealer on dealer markup... merely use this strategy to ding the manufacturer on profit too.
2. **Don't have a Car, Man! Just don't buy it.** Pick up and review the several auto consumer related books at your bookstore or library and learn the tricks of avoiding the costly traditional car deal ride and tricks. Don't wait until you need another car to become car deal literate... the most common car deal mistake... just schedule it and do it, now.
3. **Support and use public transit and auto transportation alternatives.** Even auto addicts and car slaves benefit when we all have alternative to the automobile for personal and public transportation.
4. **Demand comprehensive “Fair Car Sales and Service Practices” legislation** to protect consumers from the unfair, manipulative and fraudulent auto sales and service practices that cost consumers tens of billions of dollars unnecessarily every year in America.

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