

Dealer Drive

James R. Ross

What Car Dealers Won't Tell You (2005 Edition) Bob Elliston, 2005-05-31 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.

Cheating the Dealer Steven E. Shaw, 2011-05-03 *Cheating the Dealer* is Steven Shaw's way of informing consumers of the real dealership world. Customers will finally be armed with the knowledge and tools to ensure a winning experience at the dealership. *Cheating the Dealer* is single handedly changing the view of the American buying public.

The Drive to 30 Chris J Martinez, 2017-03-07 *The Ultimate Guide to Selling More Cars than Ever* The car sales industry is in a historically phenomenal position. As nationwide car sales numbers continue to climb, however, many car dealerships still struggle and eventually close. The dealerships that continue to dominate the market year after year, making the most of the potentially explosive growth, are the ones that truly understand the most effective approach to sales. In this guide to selling more cars than ever, Chris Martinez shares the strategies, approaches and mindsets that, as the manager of one of the most successful car dealerships in the nation (and a 30-car-per-month salesperson before that), have enabled him to sell more cars than ever. Topics include: - The 4 Keys to Successful Sales - The 10 Steps of a Successful Sales Process - 10 Sales Mistakes to Avoid Like the Plague - The Importance of Knowing Your Numbers - Top 10 Closing Mistakes - Secrets to Mastering Sales Follow-Ups - 13 Steps to Increase Your Visibility From a thorough explanation of the sales process to critical salesmanship skills to top closing secrets and mistakes, Martinez guides you step-by-step through setting (and crushing) your sales goals.

American Car Dealership Robert Genat, 1999

Experience Driven Sales Deric R Keller, 2020-09-28 As a Marine, Deric R. Keller took his battlefield tactics and used them to transform one car dealership after another. In *Experience Driven Sales*, the underlying principles of honesty, authenticity, and transparency shaped his vision, allowing him to create dramatic differences in sales and customer experiences. He tackles getting your team's buy-in, defining the purpose of your business, and even how to reshape your processes to support your dramatic changes. Every chapter offers another critical part of the transformation, through tools and strategies that can be implemented into any business or industry. Along the way, Deric uses his Action Guides to get you thinking about how to apply the principles and tactics in your own business. Get inspired to reshape your business and fire up your team. *Experience Driven Sales: Driving Profits in*

Dealership Sales, One Experience at a Time is the right guide to jumpstart your journey!

How to Buy a Car James R. Ross,2001-11-19 A comprehensive guide to car buying covers negotiating the price, computing dealer cost, depreciation value, and trade-in value; common sales tactics; inspection lists for used cars; financing; fuel efficiency; and other matters.

The Rockstar Used-Car Dealer Dan Lacey,2020-08-15 A how-to book by a highly successful used-car dealer in New Jersey for 37 years, Dan Lacey, shares his insights for other small business people in the used-car business by focusing on the top 10 problems used-car dealers face.

365 Cars You Must Drive Matt Stone John Matras,2006

Let Me Sell You a Ferrari Robert E. Guarino,2021-05-14 The moment in 1958 when a sports car-crazed youth in Massachusetts saw his first Ferrari changed his life. The black 250 GT coupe's seductive lines, purposeful air and already hallowed name seized Robert E. Guarino's imagination; just a few years later, he would be selling such cars. And in 1967, with two partners and an investment of just \$6,000 apiece, he would open a Ferrari-Porsche-Datsun dealership. This memoir follows his lifelong journey with Ferraris and other remarkable automobiles, as an enthusiast and dealer. Highlights include a nonstop drive from Chicago to Boston in a 308 GTB; rides with important figures like Piero Ferrari at Fiorano and Dario Benuzzi at Mugello; visits to the Ferrari, Maserati and Lamborghini factories; the horror of watching a delivery truck crash onto a row of new cars; and time at the wheel of such icons as the 365 GTB/4 Daytona, 250 GT0, 288 GT0 and F40.

Whole Truth Dale Pollak,2022-07-12 Dale Pollak unveils the truth, and nothing but the whole truth, on how to make more money from selling wholesale vehicles As a cofounder of the successful dealership, Pollak Cadillac, with nearly four decades of experience, Dale Pollak's insight is invaluable to both car enthusiasts and to those in the automotive industry alike. He was the sole founder of vAuto--a premier inventory management solution provider for franchise and independent dealers--and now serves as the executive vice president at Cox Automotive. His groundbreaking text *Whole Truth: A Fresh Money-Making Method to Wholesale, the Most Misunderstood Side of Your Business* dissects the systemic difficulties that dealers and car wholesalers face today. With today's technology and data science, used-car valuation is growing ever stronger in the wholesale industry despite the recent global pandemic. Yet dealers are still settling for too little when they sell. Pollak teaches techniques of mindful curation, double-barreled business, and his very own Project Bluebird Guaranteed Profit Model to outline how car dealers can turn a net profit on their wholesale inventory. You can expect: --Greater understanding of the disparity between dealers and top-performing wholesalers. --A comprehensive and controllable method to achieve consistent wholesale profits every month. --A new perspective on the wholesale market as an efficient, transparent, and profitable business. --And much more. □The car industry is one of the most innovative in the world, yet its wholesalers face financial challenges that can drive them out of business. Pollak's expertise as a leader in the field grants him unmatched prestige. His concrete solutions for wholesalers will uplift not just their businesses, but the car industry as a whole.

Driving Sales Chris Martinez,2016-09-15 Through sheer determination to succeed after almost dropping out of high school, finishing in 5 years and then failing to see college through, the car business unexpectedly found Chris Martinez in 2003. In his more than 13 years in the industry, he has assisted with the openings of 5 dealerships across the U.S. and helped turn a failing store into one of the Top 10 dealerships in the nation. Driving Traffic is a comprehensive roadmap that details what it takes to sell 1000+ cars per month---from the 4 critical strategies your sales team must master to the building blocks that took Charles Maund Toyota to 1000+ car sales per month to how to strategically drive customers to your dealership. This insider's guide is a must-read for any dealership ready to level up.

Service Drive Revolution Chris Collins,2017-05 Chris Collins and Gary Daniel discuss little known service drive secret weapons from how to hire technicians and increasing dealership CSI, to building relationships for long-term customer retention and increasing customer pay sales. The Service Trainer Gurus are here to give you the tools you need to help pull your service department ahead of the pack. G-Man, AKA Gary Daniel, and I started recording this show once a week because advisors deserve advice and training that works, and that comes from advisors who have been successful on the job. It all started while I was watching a competitor's Advisor Training. It was painful... and became obvious by the tactics he was teaching, that he had never actually written service, or been an advisor. I made the comment, We give away better content for free than what they charge money for. The car industry is changing, and car sales have become the lost leader. To survive in this environment it becomes all about fixed op's performance, and we want to keep you up to date with the New Stuff, and tricks, that you need to know. I have built a reputation in our industry of being the #1 Expert in Fixed Operations and Service Trainer. I am a Fixer, Trainer and Coach. My passion for this industry helps produce RESULTS my clients never dreamed possible. Chris Collins is a self-taught, business performance expert. He's the #1 Expert in Fixed Operations and Service Trainer. He had the #1 BMW dealership in America for years running, and is the leader in turning around businesses in the automotive industry. Gary Daniel is our voice of the technician and number one fixer of service departments. He has spent more than 30 years in the automotive business. From small independent shops to one of the largest dealers in the country, he's just about done it all! In 2014 he joined forces with Chris Collins to be his General Manager and help develop Chris Collins inc. Together Chris and Gary host the successful show, Service Drive Revolution, which provides insightful, user-friendly information and tips for anyone working in the automotive business.

Lemon Juice: The Confessions of a Used Car Dealer - a Metamorphosis Gene Epstein,2020-01-06 At age 16, a young Gene Epstein borrowed \$50 from his mother to buy a used car, which he then sold the following day, tripling his investment. This event started his extraordinary journey in life. Through twists and turns, Gene experienced a wide variety of alarming, as well as astonishing escapades, which are detailed in this fascinating and hilarious autobiography: Lemon Juice, The Confessions of a Used Care Dealer - a metamorphosis.

Exposed! Vehicle Information Resource LLC,2017-12-21 Are you in search of a new vehicle and hate the idea of not

knowing if you got a good deal? Well, to relieve you from the hassles and negotiations the car dealerships implement, you need to be on a level-playing field. On January 18, 2013, Vehicle Information Resource LLC was formed to assist people in the purchase of their next vehicle. The owner of this company has over thirty years automotive experience and is now able to share the secrets the car dealerships use to negotiate their best deals. This book is not designed to bash car dealerships! It is designed to disclose the secrets the dealers will use in maximizing their profits. People hate to shop for a car because they dislike the negotiation process, the inflicted pressure to buy today, and not being familiar with the terms of leasing or purchasing a vehicle. In order for you to get the best deal, you need to know these secrets. To prepare you in getting your best deal, this book includes the negotiation skills and terminology, compares leasing versus buying, contract disclosures, advertising examples, and statements the dealers will use in selling you your next vehicle. Our intention is to get you the best deal and for you to avoid the aggravations which comes with a vehicle purchase.

Don't Get Taken Every Time Remar Sutton, Gives advice on every aspect of purchasing a car, including determining budget limits; buying new, used, or foreign cars; negotiating a deal; and making financing arrangements.

Buying a Car on the Internet Jeremy Lieb, Joel Lieb, Commerce Net, 1999 The world's leading e-commerce association shows how to find the best new and used car deals online. Are you looking to bargain up from the dealer's price instead of down from the sticker price? Do you know where to find the latest safety information on new and used cars? How accurate is the information you find online? Are online dealers reputable? How can you make sure you're getting the best car for the price you can pay? Now Commerce Net provides potential car buyers with the time-saving guide to: finding the right dealer for your online search; financing your car loan online; negotiating the best deals online; test-driving cars online; comparison shopping online. According to the renowned consumer group J.D. Power, savvy shoppers are turning to the Internet to buy the car of their dreams--and they project that in two years more than half of new cars will be bought on the Internet. But why wait? This is the guide buyers can turn to now!

Buying a Used Car United States. Federal Trade Commission, 1989

Buy a Vehicle, Buy It Right Chad A. Hoag, 2015-01-26 Chad Albert is an automotive industry insider with over twenty five years of experience in helping people Buy their vehicle right so they could Drive Away Happy. In this book you will discover: How to escape the cycle of negative equity- owing more on your vehicle than what it's worth. When is the best time to buy and how you can use that as leverage to get your best price. Learn how to avoid common and expensive buying mistakes by replacing them with successful proven strategies that work. Albert walks you through the buying process from start to finish; he helps you negotiate at the finance office, get the facts on leases, learn the truth about subprime financing and really understand the details of your buying contract. You'll save money; know how to work with the dealer, and get off the vehicle buyer's emotional roller coaster. Buy a Vehicle, Buy it Right, is an informative and easy read that puts the control back in your hands where it belongs so that you get the vehicle you deserve.

Ford Dealer and Service Field ,1926

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.

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