



Smart Buyer's Guide to Buying or Leasing A Car (Consumer Reports Smart Buyer's Guide to Buying or Leasing a Car)

Rik Paul, David Champion

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Finally, a definitive guide to buying and leasing a car from America's most trusted source for automotive information. The SMART SHOPPER'S GUIDE TO BUYING OR LEASING A CAR brings together years of research and experience from Consumer Reports' Automotive Experts, who have developed a practical step-by-step approach to getting the right car at the best price.

With dozens of new models of cars introduced every year and an array of financing options available, shopping for a new car can make even the most experienced consumer's head spin. For the first time ever, the car experts from Consumer Reports have put together the most definitive body of advice available on how to navigate the car-buying process each step of the way, minimizing the confusion, intimidation and frustration often associated with this high-ticket purchase. The buying process can be fast and easy with the right preparation, and Consumer Reports' own experts, Rik Paul, Automotive Editor, and David Champion, Senior Director of the Auto Test Division, will help anyone be a smart shopper and satisfied buyer with guidance in the following areas:

"analyze your needs, know what you want and what you can afford

"where to get key information

"how to understand vehicle pricing and make it work for you

"how to control the negotiation and dealership experiences

"getting the best price on the new car AND on the trade-in

The Consumer Reports Difference

The amount of auto information available to consumers in the past decade has exploded. What is lacking is the credibility and depth that Consumer Reports provides. Consumer Reports is the only auto-testing publication that doesn't accept advertising or freebies. In contrast to other auto publications which borrow their test vehicles from auto manufacturers, Consumer Reports anonymously buys all the vehicles it tests from dealerships, just as the consumer does. Rik Paul and David Champion have bought hundreds of vehicles over the years, and know better than anyone how to get the right vehicle at the best price.

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