

# AUTO TALK



Your Quarterly Automotive Newsletter

FALL 2019

## THREE WAYS TO SAVE WHEN BUYING YOUR NEXT CAR

### GET PRE-APPROVED –

While shopping for your next vehicle, it's important to know how much you can afford. Talk to us and get pre-approved for a loan based on the payment you can afford. Once pre-approved, you will know how much money you have to shop for a vehicle.

### GET PREPARED –

Browse the region's largest inventory of vehicles using our online auto-buying website. Learn everything you need to know about your next vehicle.

### GET PRE-OWNED –

Buying a pre-owned vehicle with low miles can give you the vehicle you want at a more affordable monthly payment.



## WEBSITE HIGHLIGHT Free CarFax Reports

Did you know that our auto-shopping website has free CarFax reports available for most pre-owned vehicles? Carfax reports are important for any pre-owned vehicle. They provide crucial details on the vehicle's history, such as an odometer reading, existence of a branded title such as a salvage/junk title, or past registration as the fleet vehicle. As long as the dealer has purchased a report on the specific vehicle, it is available to you at no charge from the vehicle's detail page. Log on and browse today!



## How to Negotiate the Best Price on a Car

To help you get the best deal when negotiating your next car, follow these easy tips:

- Figure out exactly what you want. Do your homework with our convenient auto-shopping website.
- Contact multiple dealerships. Have them work for you to deliver the best value.
- Don't play too hard to get, or be afraid to walk away.



Experience it now... @A: 7 | '5 i h c '6 i m | b | '7 Y b h y f