

Car Sales Personnel: Be Careful

Before you make the second most expensive purchase of your life, your next car, pinpoint exactly the one you want, including limits on extras, and that it's one you can afford. Otherwise you may easily fall prey to car salesmen who are extremely adept at getting you to fall physically in love with a specific car.

They want you to feel the padding under the \$500 vinyl roof, caress the soft seats, slam the doors, and feel the horsepower under the steering wheel. Undoubtedly, salesmen take a less romantic view. Cars are decoys for the ducks and serve one purpose: lures for financial gain.

Innocent and trusting service members and their spouses all too often visit the Legal Assistance Office seeking to get out of a week-old car purchase contract for no reasons other than they can't afford it or they really wanted a different car. Other clients whom salesmen seem to target are first time buyers who breath heaviest when first sitting behind the wheel of a new car. Some clients have marginal credit and care more about getting financed than getting a fair deal.

But the best target has been the client who made the assumption that nice people will sell you a car for less. Next to a rattlesnake, a nice friendly car salesman is probably the most dangerous in the world because it's so easy to trust him. And trusting just about anyone in the business of buying and selling cars will cost you money.