

# car negotiation confidence

## your quick guide to getting the best deal



There it is. The car that's been living in your daydreams for weeks. Time to make it yours at a good price. Car negotiation is about being prepared and confident. Here's how to do it:

### STEP 1

#### research first (your secret weapon)

- ✓ check RedBook, Carsales, Drive.com.au for 3–5 similar cars
- ✓ print your research – shows you're serious
- ✓ know drive-away price vs advertised price

### STEP 2

#### get pre-approved

- ✓ secure financing before you shop (your negotiation superpower)
- ✓ budget for stamp duty, rego, insurance, repairs
- ✓ get trade-in quotes if needed

### STEP 3

#### start strong

- ✓ "I've researched this model. Similar cars are \$X–\$Y. What's your best drive-away price?"
- ✓ **ask:** "Does this include all on-road costs?"
- ✓ take time to consider offers

### STEP 4

#### negotiate smart

- ✓ focus on total drive-away price – this includes all fees and charges
- ✓ don't feel pressured to respond immediately
- ✓ show appreciation for progress
- ✓ write down offers as you go – shows you're serious and prevents confusion
- ✓ **ask questions:** "What warranty coverage comes with this price?"

## private sales tips



meet publicly during daylight, bring someone with you for safety



**build rapport first:** "How long have you had her?" or "What's made you decide to sell?"



**start with:** "I've seen similar ones selling for \$X-\$Y. Would you consider \$Z?"



**point out obvious issues diplomatically:** "I noticed the tyres might need replacing soon - just factoring that into my budget"



be patient - private sellers often need time to consider offers



## your confidence checklist

- ✓ research printed
- ✓ pre-approval secured
- ✓ budget confirmed
- ✓ questions ready

## ready to negotiate from strength?

Get pre-approved with Fido Finance (#1 rated car loans) and walk in knowing exactly what you qualify for.



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2-minute pre-approval | zero obligation

 **fido finance**